

U.S. DEPARTMENT OF  
**ENERGY**

Energy Efficiency &  
Renewable Energy

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# Southeast Electronic Book of Industrial Resources





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## Introduction

According to the U.S. Department of Energy's (DOE) Energy Information Administration (EIA), approximately one-third of all energy consumed in the Southeast in 2007 occurred in the industrial sector.<sup>1</sup> The sector also accounted for almost 15.8 percent of carbon emissions in 2005.<sup>2</sup> Currently, there exist great opportunities for industrial manufacturers in the 11-state Southeast region to lower their energy and carbon intensity.

There are many government and non-government organizations that have resources to assist industry in the region to utilize energy more effectively. Financial and technical resources are available from federal agencies, national laboratories, utilities, utility associations, industrial organizations, energy efficiency organizations, state energy offices, energy services companies, non-profits or non-governmental organizations, foundations, or private companies. This resource provides a comprehensive listing of incentives, tools, and resources for industrial manufacturing energy efficiency. Divided by national, regional, and states, the resource features information on rebates, waived fees, tax credits, loans and other resources such as analysis tools, education and training programs, and energy assessments. It is based on existing data from DOE's Industrial Technologies Program's (ITP) *States Incentives and Resources Database*.

The *States Incentives and Resources Database* is a compilation of a comprehensive, searchable online database of approximately 2,800 energy efficiency incentives organized by state. The *States Incentives and Resources Database* is updated regularly and is accessible on SEN's Web site at [http://www1.eere.energy.gov/industry/states/state\\_activities/incentive\\_search.asp](http://www1.eere.energy.gov/industry/states/state_activities/incentive_search.asp).

### A. Federal and National Programs

There are a host of federal and national organizations across the nation that provide resources to help industrial manufacturers lower their energy intensity and consumption. For example, ITP provides industrial manufacturers across the country with a variety of energy efficiency tools, resources, and incentives. ITP is a prime example of DOE's commitment to improving the energy efficiency of industrial operations in the

## States in the Southeast





United States. ITP is a multi-faceted outreach and deployment initiative designed specifically for industrial manufacturers. ITP supports research and development of energy-efficient technologies, provides industry with energy management and assessment tools, resources, and information. It also provides no-cost energy assessments to industrial plants of all size.

Several other federal agencies offer energy efficiency incentives in addition to the multitude of DOE resources. Internal Revenue Service, for instance, provides tax incentives to industrial manufacturers that implement energy efficiency projects. In addition, the U.S. Environmental Protection Agency provides loans on new energy-efficient construction and incentives on the implementation of combined heat and power systems. Finally, the U.S. Department of Agriculture is another federal agency that provides incentives to rural and small industrial operations seeking to become more energy efficient.



## B. National Incentives

The private and non-profit sectors also offer a wide variety of resources and tools to industrial manufacturers striving to increase energy efficiency. The table below contains a detailed listing of a plethora of national organizations such as non-profit organizations, utility and industry associations, and environmental foundations which provide energy incentives to industry.

## C. Regional Programs

This section contains information on organizations in the Southeast that have devoted themselves to increasing the energy efficiency of the region. For example, energy assessments performed by university-based Industrial Assessment Centers (IACs) are in-depth evaluations of industrial facilities that seek to identify potential cost and energy savings for the industrial manufacturer. There are 10 located in the Southeast: Georgia Tech, Mississippi State, North Carolina State, Tennessee Technological University, University of Alabama, University of Florida, University of Louisiana—Lafayette, Oklahoma State University, University of Miami, and West Virginia University. Since 1982, there have been more than 3,800 IAC assessments conducted in the region.<sup>3</sup> In addition, the Southeast Combined Heat and Power (CHP) Application Center, Gulf Coast CHP Application Center and Mid-Atlantic CHP Center provide application assistance, technology information, and educational support to industrial manufacturers in the Southeast seeking to evaluate the use of CHP at their facilities.

Moreover, the Southeast Energy Efficiency Alliance, for example, is a collaborative of utilities, government agencies, industrial manufacturers, and non-profit partners that work to improve energy efficiency in the Southeast including industry. Details and contact information are available in the *Regional Resources* section.

## D. State Programs

Finally, entries in the state section provide information on resources available on the local level. Resources in this section are offered from state and municipal agencies, utilities, academia, and non-profit organizations.

# Federal and National Programs

A variety of federal and national organizations offer incentives and resources to help industrial manufacturers lower their energy intensity and consumption.

## Government

### Internal Revenue Service

#### Biodiesel Income Tax Credit

##### *Federal Tax Credit*

Companies that put biodiesel fuel into a vehicle or use biodiesel fuels in their business vehicles are eligible for a tax credit of \$1.00 per gallon.

##### **Learn More:**

Excise Tax Branch

202-622-3130

[http://www.afdc.energy.gov/afdc/progs/view\\_ind\\_fed.php/afdc/396/0](http://www.afdc.energy.gov/afdc/progs/view_ind_fed.php/afdc/396/0)

#### Corporate Tax Credit

##### *Federal Tax Credit*

In addition to receiving a tax credit for solar photovoltaic generation, a non-residential manager can receive a tax credit of 30 percent for geothermal energy, microturbines, and fuel cells.

##### **Learn More:**

800-829-4933

[http://frwebgate.access.gpo.gov/cgi-bin/getdoc.cgi?dbname=browse\\_usc&docid=Cite:+26USC48](http://frwebgate.access.gpo.gov/cgi-bin/getdoc.cgi?dbname=browse_usc&docid=Cite:+26USC48)

#### Fuel Cells and Microturbines Tax Incentive

##### *Federal Tax Credit*

Tax credits of up to \$3,000 per kWh are available for the purchase of fuel cells, while tax credits of up to \$200 per kWh are available for microturbines.

##### **Learn More:**

800-829-4933

[http://energytaxincentives.org/business/fuel\\_cells.php](http://energytaxincentives.org/business/fuel_cells.php)

### U.S. Department of Agriculture

#### Biobased Products and Bioenergy Program

##### *Federal Loan Program*

Loans are available to help rural industry generate electricity from biobased sources.

##### **Learn More:**

<http://www.rurdev.usda.gov/rbs/biomass/biomass.htm>

#### Biorefinery Assistance Loan Guarantee

##### *Federal Loan Program*

Loans are available to help biorefineries conserve and use energy more effectively. Loan guarantees are available up to \$250 million.

##### **Learn More:**

<http://www.rurdev.usda.gov/rbs/busp/baplg9003.htm>

#### Business and Industry Guaranteed Loans

##### *Federal Loan Program*

Loans of up to \$10 million are available to rural industrial manufacturers to “improve the economic and environmental climate” in their communities.

##### **Learn More:**

[http://www.rurdev.usda.gov/rbs/busp/b&i\\_gar.htm](http://www.rurdev.usda.gov/rbs/busp/b&i_gar.htm)

### Energy Efficiency Improvements Loan

##### *Federal Tax Credit*

Loans are available for the purchase of renewable energy generating systems by small rural businesses or agricultural producers.

##### **Learn More:**

<http://www.rurdev.usda.gov/rbs/farm-bill/index.html>

### Renewable Energy Systems and Energy Efficiency Improvements Program

##### *Federal Grant and Loan Program*

This program provides grants and loans to small businesses in rural communities that are interested in making their buildings more energy efficient.

##### **Learn More:**

<http://www.rurdev.usda.gov/rbs/farm-bill/index.html>

### U.S. Department of Energy

#### Loan Guarantee Program

##### *Federal Loan Program*

DOE offers loans to projects that “avoid, reduce, or sequester air pollutants or anthropogenic emissions of greenhouse gases.” Loans are available for biomass, hydrogen, wind, solar, hydropower, advanced fossil energy coal, carbon, electricity delivery and reliability, alternative fuel vehicles, pollution control equipment, and industrial energy efficiency projects.

##### **Learn More:**

202-586-8336

<http://lgprogram.energy.gov/index.html>

## Unsolicited EERE Proposals

### *Federal Grant Program*

Unsolicited proposals may be selected if they are novel and do not reflect a current solicitation or existing work.

#### **Learn More:**

John N. Augustine  
412-386-4524

[John.Augustine@netl.doe.gov](mailto:John.Augustine@netl.doe.gov)  
[http://www1.eere.energy.gov/financing/unsolicited\\_proposals.html](http://www1.eere.energy.gov/financing/unsolicited_proposals.html)

## U.S. Department of the Treasury

### American Reinvestment and Recovery Act Tax Credits and Grants

#### *Federal Tax Credits and Grant Program*

Tax credits and grants are available from select state energy offices to help promote renewable energy generation and/or energy efficiency.

#### **Learn More:**

[http://thomas.loc.gov/home/h1/Recovery\\_Bill\\_Div\\_B.pdf](http://thomas.loc.gov/home/h1/Recovery_Bill_Div_B.pdf)

## U.S. Environmental Protection Agency (EPA)

### Clean Construction USA Loans

#### *Federal Loan Program*

EPA offers loans to companies to help finance projects that reduce diesel emissions from construction equipment and vehicles.

#### **Learn More:**

<http://www.epa.gov/otaq/diesel/construction/>

## Combined Heat and Power (CHP) Partnerships

### *Federal Assistance Program*

Combined Heat and Power (CHP) systems are an efficient, clean and reliable approach to generating power and thermal energy from a single fuel source. Incentives for CHP are available through the EPA.

#### **Learn More:**

703-373-8108  
[chp@epa.gov](mailto:chp@epa.gov)  
<http://www.epa.gov/chp/funding/index.html>

## Energy Star for Industry

### *Technical Assistance*

The Energy Star program is a joint initiative of the U.S. Department of Energy and EPA which seeks to increase implementation of energy efficient equipment and techniques.

#### **Learn More:**

[http://www.energystar.gov/index.cfm?c=industry.bus\\_industry](http://www.energystar.gov/index.cfm?c=industry.bus_industry)

## U.S. Small Business Administration (SBA)

### Energy Loan Program

#### *Federal Loan Program*

SBA offers a loan program to small businesses that are affiliated with energy conservation. Loans are up to \$2 million with a low interest rate.

#### **Learn More:**

<http://www.sba.gov/services/financial-assistance/sbaloantopics/SpecialPurposeLoans/index.html>

## National Resources

### *Non-profit Organizations*

#### Pump Systems Matter

#### Pumping System Optimization and Energy-Efficiency Education & Training

##### *Technical Assistance*

Vendor neutral market awareness, education, training, products, services and tools that focus on energy savings opportunities with pumping systems.

#### **Learn More:**

Joanne Bachmann  
973-267-9700  
[jbachmann@pumps.org](mailto:jbachmann@pumps.org)  
<http://www.PumpSystemsMatter.org>

## National Industry Associations

#### Aluminum Association

#### Energy Information

##### *Technical Assistance*

The organization provides fact sheets on energy and environmental responsibility to its members.

#### **Learn More:**

Charles Johnson  
703- 358-2960  
[cjohnson@aluminum.org](mailto:cjohnson@aluminum.org)  
<http://www.aluminum.org/>

## Association of Energy Engineers

### Energy Training Program

#### *Education and Training Program*

This organization offers seminars and online training sessions for engineers. Trainings cover a wide variety of energy-related topics, including energy efficiency and renewable energy generation.

#### **Learn More:**

Helen Ardavin

770-447-5083, ext. 218

[Helen@aeecenter.org](mailto:Helen@aeecenter.org)

<https://www.aeecenter.org/seminars/>

## Association of Energy Services Professionals

### Brown Bag Energy Seminars

#### *Education and Training Program*

These 90-minute online Webinars cover a variety of energy topics including energy efficiency.

#### **Learn More:**

Kim Burtraw

480-704-5900

[kim@aespp.org](mailto:kim@aespp.org)

<http://www.aespp.org/displaycommon.cfm?an=1&subarticlenbr=46>

## Non-Ferrous Founders' Society

### Energy Information

#### *Technical Assistance*

NFDS offers training, technical resources, and technical assistance to its members.

#### **Learn More:**

Ryan Moore

847-299-0950

[ryanm@nffs.org](mailto:ryanm@nffs.org)

<http://www.nffs.org/>

## North American Die Casting Association

### Energy Information

#### *Technical Assistance*

NADCA members can access the organization's energy audits, training, technical assistance and resources, and cost shared-R&D.

#### **Learn More:**

847-279-0001

<http://www.diecasting.org/default.php>

## Original Equipment Suppliers Association

### Energy Information

#### *Technical Assistance*

OESA offers its members energy efficiency publications, trainings, and events.

#### **Learn More:**

248-952-6401

[info@oesa.org](mailto:info@oesa.org)

<http://www.oesa.org/>

## Steel Founders' Society of America

### Energy Information

#### *Technical Assistance*

The organization offers technical assistance, resources, and cost shared-R&D to its members.

#### **Learn More:**

Malcolm Blair

815-455-8240

[blairm@sfsa.org](mailto:blairm@sfsa.org)

<http://www.sfsa.org/>

## National Industry Associations

### American Public Power Association

### Energy Efficiency Resource Central

#### *Technical Assistance*

APPA offers technical assistance for its member utilities to help their key industrial customers improve their energy efficiency.

#### **Learn More:**

Ursula Schryver

202-467-2980

[USchryver@APPAnet.org](mailto:USchryver@APPAnet.org)

<http://www.appanet.org/utility/utility.cfm?ItemNumber=21923&navItemNumber=21021>

### Edison Electric Institute

### Industry Initiatives

#### *Technical Assistance*

EEI works with its member utilities to improve the energy efficiency of their industrial customers.

#### **Learn More:**

<http://www.eei.org/ourissues/EnergyEfficiency/Pages/IndustryInitiatives.aspx>

### Energy Solutions Center

### Industrial Consortia

#### *Technical Assistance*

ESC convenes various industrial consortia of equipment manufacturers to address how they can improve their equipment to better meet the needs and energy efficiency objectives of industrial manufacturers.

#### **Learn More:**

Warren Willits

216-536-9787

[wawillits@wawii-inc.com](mailto:wawillits@wawii-inc.com)

[http://www.energysolutionscenter.org/consortia/ind-energy\\_eff.asp](http://www.energysolutionscenter.org/consortia/ind-energy_eff.asp)



## Foundations

### Hannon Armstrong

#### Energy Conservation Fund Loan Program

Hannon Armstrong will offer loans to public and private sector businesses interested in making their buildings more energy efficient. The loan will cover up to 100 percent of the total project cost.

**Learn More:**

Polly Gibbons-Neff  
410-571-6177

[pneff@hannonarmstrong.com](mailto:pneff@hannonarmstrong.com)  
<http://ase.org/content/article/detail/3448>

### StePP Foundation

#### Environmental Project Financing

*Financial Assistance*

The StePP Foundation matches organizations with environmental improvement projects (include renewable energy and energy efficiency) with companies that have financing to implement those projects.

**Learn More:**

Bruce Dines  
303-277-0932  
<http://www.steppfoundation.org/main.htm>

## Private Firms

### American Trainco

#### Industrial Energy Efficiency Training

*Education and Training Program*

This company provides a wide variety of industrial training opportunities throughout the country. All programs are linked to certain industrial systems/practices and have an energy efficiency component.

**Learn More:**

303-531-4560  
[Administrator@AmericanTrainco.com](mailto:Administrator@AmericanTrainco.com)  
<http://www.americantrainco.com/default.aspx>

### Energy Guide

#### Customized Business Energy Analysis

*Energy Audit*

This online tool helps non-residential customers analyze their energy use.

**Learn More:**

781-694-3300  
<http://www.energyguide.com/audit/BAintro.asp>

## Energy Sciences

### Energy Consultants

*Technical Assistance*

Energy Sciences specializes in demand side energy services for the municipal, commercial and industrial, sectors. We enable our clients to practice energy conservation and reduce GHG emissions while optimizing operating costs. Our core services include: development and implementation of comprehensive energy management programs, energy audits, energy efficient lighting solutions, staffing, and outreach/training programs. We believe that energy efficiency is an integral part of the energy solution needed for the future.

**Learn More:**

Frank Schulmeister  
248-760-1924  
[frank@esciences.us](mailto:frank@esciences.us)  
<http://www.esciences.us>

### E-Source

#### Efficiency & Demand- Response Programs Service

*Energy Audit and Demand  
Response Program*

This online tool helps companies improve their demand response and energy efficiency programs.

**Learn More:**

Rachel Reiss Buckley  
303-345-9104  
[http://www.esource.com/public/products/frs\\_edrp.asp](http://www.esource.com/public/products/frs_edrp.asp)

## Regional Programs

There are also a host of different organizations in the Southeast that provide technical or financial assistance to industrial manufacturers throughout the 11-state region.

### Utilities

#### Power Administration

##### Tennessee Valley Authority (TVA)

###### Industrial Resources

###### *Technical and Analytical Assistance*

TVA provides support, technology, expertise, and financial resources to existing businesses and industries in the Valley to help them grow and be more efficient and profitable. These resources include technical assistance, low-interest loans, and other tools needed by businesses for successful operation. (AL, GA, KY, MS, NC, TN and VA)

###### **Learn More:**

615-232-6225

<http://www.tvaed.com/existing.htm>

#### Investor-owned

##### American Electric Power (AEP)

###### Commercial and/or Industrial Standard Offer

###### *Financial Assistance*

Provides financial incentives for a variety of retrofit measures, including installation of chillers, motors, heating/ventilation/air conditioning, lighting and window tinting/shading. (AR and KY)

###### **Learn More:**

<http://www.aep.com/citizenship/crre-port/publicpolicy/energyefficiency.aspx>

###### Commercial and Industrial Lighting

###### *Financial Assistance*

Provides financial incentives for installation of new high-efficiency lighting systems in a non-residential facility in either a new construction or retrofit application. (AR and KY)

###### **Learn More:**

<http://www.aep.com/citizenship/crre-port/publicpolicy/energyefficiency.aspx>

###### Commercial and Industrial Motors

###### *Financial Assistance*

Provides incentives for the installation of new properly sized high-efficiency motors in a new application or as a replacement for a less efficient operating motor in a non-residential facility. (AR and KY)

###### **Learn More:**

<http://www.aep.com/citizenship/crre-port/publicpolicy/energyefficiency.aspx>

###### Commercial Solutions

###### *Technical Assistance*

This program helps identify various energy efficiency and cost-saving opportunities within the customer's operation. It also provides the direct support, tools and training necessary for customers to independently evaluate benefits of potential efficiency improvements. (AR and KY)

###### **Learn More:**

<http://www.aep.com/citizenship/crre-port/publicpolicy/energyefficiency.aspx>

###### Large Industrial Process

###### *Financial Assistance*

This program helps identify energy savings through a partnering approach with large industrial customers and finance energy efficiency improvements. (AR and KY)

###### **Learn More:**

<http://www.aep.com/citizenship/crre-port/publicpolicy/energyefficiency.aspx>

###### Load Management Standard Offer

###### *Load Management*

Large industrial customers are eligible for incentives if they reduce their load on short notice. (AR and KY)

###### **Learn More:**

<http://www.aep.com/citizenship/crre-port/publicpolicy/energyefficiency.aspx>

##### Atmos Energy

###### Energy Matters

###### *Analytical Assistance*

The utility offers no-cost energy management tools and resources. (KY, LA, MS, TN and VA)

###### **Learn More:**

877-460-7067

<http://www.atmosenergy.com/business/energymatters.html>

## Duke Energy

### Energy Assessments

#### *Analytical Assistance*

Duke Energy offers energy assessments to lower energy costs by improving a facility's energy efficiency. (NC, SC and KY)

#### **Learn More:**

800-777-0046

[BusinessServiceCenter@duke-energy.com](mailto:BusinessServiceCenter@duke-energy.com)

<http://www.duke-energy.com/north-carolina-large-business/energy-efficiency/nclb-energy-assessments.asp>

### Online Business Energy Analysis

#### *Analytical Assistance*

These online analysis tools help facility managers manage and improve their energy use with benchmarking and savings recommendations. (NC, SC and KY)

#### **Learn More:**

800-777-0046

[BusinessServiceCenter@duke-energy.com](mailto:BusinessServiceCenter@duke-energy.com)

<http://www.duke-energy.com/north-carolina-business/energy-management/online-business-energy-analysis.asp>

### PowerShare

#### *Technical Assistance*

This program helps customers understand their energy consumption and develops a plan that identifies ways to reduce energy consumption. (NC, SC and KY)

#### **Learn More:**

800-777-0046

[BusinessServiceCenter@duke-energy.com](mailto:BusinessServiceCenter@duke-energy.com)

<http://www.duke-energy.com/north-carolina-large-business/energy-efficiency/nclb-powershare.asp>

### Smart Saver Incentives Program

#### *Financial Services*

Rebates of up to \$50,000.00 per facility are available to industrial customers who install energy efficient equipment. (NC, SC and KY)

#### **Learn More:**

800-777-0046

[BusinessServiceCenter@duke-energy.com](mailto:BusinessServiceCenter@duke-energy.com)

<http://www.duke-energy.com/north-carolina-business/energy-management/energy-efficiency-incentives.asp>

## Piedmont Natural Gas

### New Commercial Gas Equipment Financing

#### *Financial Services*

Piedmont Natural Gas will finance the purchase of their business customer's new natural gas equipment. (NC, SC and TN)

#### **Learn More:**

800-752-7504

<http://www.piedmontng.com/commercial/programsSection/financingLeasing>

### Technical Services

#### *Technical Assistance*

Piedmont Natural Gas' Technical Services offers customers a convenient and authoritative reference on natural gas technologies and their applications. Services include facilities design assistance, energy audits and feasibility studies. (NC, SC and TN)

#### **Learn More:**

800-752-7504

<http://www.piedmontng.com/industrial/solutionsSection/technicalServices>

## Training & Seminars

#### *Education/Training Assistance*

Piedmont Natural Gas offers a variety of training & seminars on energy efficiency. (NC, SC and TN)

#### **Learn More:**

800-752-7504

<http://www.piedmontng.com/industrial/trainingSeminars>

## Progress Energy Carolinas

### Energy Efficiency for Business Program

#### *Financial and Technical Assistance*

Cash incentives for energy efficiency projects cover up to 75.0 percent of the project cost. Technical assistance is also available to offset design and engineering costs. (NC and SC)

#### **Learn More:**

866-326-6059

[carolinasBusiness@us.kema.com](mailto:carolinasBusiness@us.kema.com)

<http://progress-energy.com/custservice/carbusiness/efficiency/programs/eebiz/index.asp>

## Southern Company

### Energy Direct

#### *Technical and Analytical Assistance*

The EnergyDirect program provides an online service that enables business customers to access their account for usage information. The tool provides graphing and analysis of customer's energy use, and alerts and metrics tailored to customer's business. The tool also provides custom account portfolios and has a benchmarking ability. (AL, GA, MS and FL)

#### **Learn More:**

<https://www.energydirect.com/NonSecure/EnergyDirectHome.aspx?ReturnUrl=percent2fdefault.aspx>

## Other Initiatives

### *Non-profit Organizations*

#### **Southeast Energy Efficiency Alliance (SEEA)**

##### **Regional Energy Efficiency Programs and Incentives**

##### *Education, Networking, Technical & Financial Resources*

The Southeast Industrial Energy Efficiency Coalition, a project of SEEA, connects industry to financial and technical resources; fosters cooperation among industrial users, utilities & policy makers; and promotes best practices & training on industrial energy efficiency.

##### **Learn More:**

Industrial Program Information:

<http://www.seealliance.org/programs/industrial.php>

##### SEEA URL:

<http://www.seealliance.org/>

##### SEEA Staff Contact info:

<http://www.seealliance.org/about/staff.php>

### *Industrial Assessment and Combined Heat and Power Centers*

#### **Georgia Tech**

##### **Industrial Assessment Center (IAC)**

##### *Analytical Assistance*

The Georgia Institute of Technology IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

##### **Learn More:**

Bill Meffert  
404-894-3844

[bill.meffert@innovate.gatech.edu](mailto:bill.meffert@innovate.gatech.edu)

<http://innovate.gatech.edu/?tabid=545>

#### **Gulf Coast CHP Application Center**

##### **Combined Heat and Power Application Center (CHP)**

##### *Technical and Educational Assistance*

Gulf Coast CHP Application Center provides industrial manufacturers pursuing combined heat and power applications with technical assistance and other support such as providing information on case studies, project development and lists of local resources.

##### **Learn More:**

Daniel Bullock  
281-364-6087

[dbullock@harc.edu](mailto:dbullock@harc.edu)

<http://www.gulfcoastchp.org/>

#### **Mid-Atlantic CHP Application Center**

##### **Combined Heat and Power Application Center**

##### *Technical and Educational Assistance*

The center provides technical assistance, online tools, and information on combined heat and power.

##### **Learn More:**

Joe Orlando  
301-405-4681

[orlandoj@umd.edu](mailto:orlandoj@umd.edu)

<http://www.chpcenterma.org/>

#### **Mississippi State**

##### **Industrial Assessment Center (IAC)**

##### *Analytical Assistance*

Mississippi State University IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

##### **Learn More:**

Dr. B.K. Hodge  
662-325-7315

[hodge@me.msstate.edu](mailto:hodge@me.msstate.edu)

<http://www.me.msstate.edu/IAC/iac.html>

#### **North Carolina State**

##### **Industrial Assessment Center (IAC)**

##### *Analytical Assistance*

North Carolina State University IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

##### **Learn More:**

Dr. James W. Leach  
919-515-5228

[leach@eos.ncsu.edu](mailto:leach@eos.ncsu.edu)

<http://www.mae.ncsu.edu/Centers/IAC/index.html>



## Oklahoma State University

### Industrial Assessment Center (IAC)

#### *Analytical Assistance*

Oklahoma State University IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

#### **Learn More:**

Dr. William Kolarik  
405-744-5042  
[kolarik@okstate.edu](mailto:kolarik@okstate.edu)  
<http://iem.okstate.edu/Primary/>

## Southeast CHP Application Center

### Combined Heat and Power Application Center (CHP)

#### *Technical and Educational Assistance*

Provides application assistance, technology information, and educational support necessary to promote combined heat and power applications.

#### **Learn More:**

Louay Chamra  
662-325-0618  
[chamra@me.msstate.edu](mailto:chamra@me.msstate.edu)  
<http://www.chpcenterse.org/>

## Tennessee Technological University

### Industrial Assessment Center (IAC)

#### *Analytical Assistance*

Tennessee Technological University IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

#### **Learn More:**

Dr. Glenn Cunningham  
931-372-3826  
[gcunningham@tntech.edu](mailto:gcunningham@tntech.edu)  
<http://www.tntech.edu/cmr/home/>

## University of Alabama

### Industrial Assessment Center (IAC)

#### *Analytical Assistance*

The University of Alabama IAC provides free energy use assessments, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

#### **Learn More:**

Dr. Keith A. Woodbury  
205-348-1647  
[woodbury@me.ua.edu](mailto:woodbury@me.ua.edu)  
<http://www.iac.ua.edu/>

## University of Florida

### Industrial Assessment Center (IAC)

#### *Analytical Assistance*

University of Florida IAC provides free energy use, productivity enhancement, and waste reduction assessments to manufacturers.

#### **Learn More:**

Dr. Diane Schaub  
352- 392-1464  
[schaub@ise.ufl.edu](mailto:schaub@ise.ufl.edu)  
<http://www.ise.ufl.edu/iac/>

## University of Louisiana—Lafayette

### Industrial Assessment Center (IAC)

#### *Analytical Assistance*

University of Louisiana IAC also provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

#### **Learn More:**

Dr. Theodore Kozman  
337-482-5717  
[tak1485@louisiana.edu](mailto:tak1485@louisiana.edu)  
<http://itec.louisiana.edu/iac/>

## University of Miami

### Industrial Assessment Center (IAC)

#### *Analytical Assistance*

University of Miami IAC provides free energy use, productivity enhancement, and waste reduction assessments to manufacturers.

#### **Learn More:**

Dr. Shihab Asfour  
305-392-3537  
[schaub@ise.ufl.edu](mailto:schaub@ise.ufl.edu)  
<http://iac.miami.edu/intro.htm>

## West Virginia University

### Industrial Assessment Center (IAC)

#### *Analytical Assistance*

West Virginia University IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

#### **Learn More:**

Dr. B. Gopalakrishnan  
303-293-4607, ext. 3709  
[bgopalak@mail.wvu.edu](mailto:bgopalak@mail.wvu.edu)  
<http://www2.cemr.wvu.edu/~wwwiac/>

## State Programs

In addition to the national and regional programs, industrial energy efficiency resources and incentives are available from a number of other sources as well. The following section provides an overview of the various programs offered in the Southeast region including programs from state agencies, utilities, industry and energy efficiency associations, and non-profit associations among other organizations.

### A. Alabama

Alabama's economy is ranked 25<sup>th</sup> in the nation in terms of 2008 GDP, generating \$170.0 billion annually.<sup>4</sup> Industrial manufacturing is an important sector of Alabama's economy providing the state with 58,918 jobs and supplying \$43,562 million worth of goods in 2006. The manufacturing of transportation equipment, chemicals, primary metals, and food processing are the largest sectors of industrial activity based on total value of shipments.<sup>5</sup> In 2007, Alabama's industrial sector ranked 8th in the nation in terms of energy expended accounting for 941.6 trillion Btu (or 44.1 percent of statewide energy consumption).<sup>6</sup> The state's industrial natural gas consumption tallied 173.6 trillion Btu which was the 12<sup>th</sup> most in the nation in 2007.<sup>7</sup> Moreover, the industrial sector accounted for 21.3 million metric tons of carbon dioxide emissions according to 2005 data.<sup>8</sup>

Alabama published the *Policy Planning to Reduce Greenhouse Gas Emissions in Alabama*, creating a greenhouse gas reduction strategy for the state.<sup>9</sup> Within the document, the state government recognizes that the manufacturing sector is an important aspect of their economy and that it consumes a great deal of energy. In order to try to address greenhouse gas emissions without harming the industrial sector, the majority of the recommendations suggested were for voluntary rather than mandated programs. In order to address Alabama high-energy consumption, one of the recommendations was to strengthen and encourage energy efficiency programs, such as offer energy audits for all sectors and improve energy efficiency through cogeneration in the Industrial sector.<sup>10</sup> Available energy efficient and renewable energy resources within the state are listed below.

## Government

### State Programs

#### Department of Economic and Community Affairs

##### Alabama Industrial Energy Efficiency Program

###### Technical Assistance

This program promotes energy efficiency opportunities to small- and medium-sized manufacturers to improve their profitability by reducing their energy costs.

###### Learn More:

334-242-5290

<http://www.adeca.state.al.us/C3/IEEP/default.aspx>

#### Biomass Energy Program

##### Financial Incentive

The Biomass Energy Program provides up to \$75,000 in interest subsidy payments on loans to install approved biomass projects.

###### Learn More:

Kathy Hornsby

334-242-5284

[kathy.hornsby@adeca.alabama.gov](mailto:kathy.hornsby@adeca.alabama.gov)

<http://www.adeca.state.al.us/C16/Bio-mass%20Energy%20Program/default.aspx>

## Utilities

### Power Administrations

#### Tennessee Valley Authority (TVA)

##### Industry Resources

###### Technical Assistance

TVA provides support, technology, expertise, and financial resources to existing businesses and industries in the Valley to help them grow and be more efficient and profitable. These resources include technical assistance, low-interest loans, and other tools needed by businesses for successful operation.

###### Learn More:

615-232-6225

<http://www.tvaed.com/existing.htm>

## Investor-owned

### Alabama Power

#### EnergyDirect

##### *Technical and Analytical Assistance*

Alabama Power's EnergyDirect program provides an online service that enables business customers to access their account for usage information. The tool provides graphing and analysis of customer's energy use, and alerts and metrics tailored to customer's business. The tool also provides custom account portfolios and has a benchmarking ability.

##### **Learn More:**

888-430-5787

<http://www.energydirect.com>

#### Technology Application Centers

##### *Education and Training*

Alabama Power's Technology Application Centers provide businesses with training to help improve energy efficiency, improve production processes, increase productivity, and address environmental concerns.

##### **Learn More:**

888-430-5787

<http://www.alabamapower.com/commercial/tac.asp>

### Southeast Alabama Gas District

#### Energy Analysis

##### *Analytical Assistance*

A Southeast Alabama Gas District representative will visit industrial sites to assess the equipment currently in place. They will then evaluate the initial cost of adding or converting equipment, the current and projected energy costs, and the payback period for any possible change.

##### **Learn More:**

334-222-4177

[marketing@seagd.com](mailto:marketing@seagd.com)

<http://www.seagd.net/yourbusiness.aspx>

## Public Power

### Hartselle Utilities

#### Natural Gas Incentives

##### *Financial Assistance*

Rebates of up to \$200 are available for the purchase of energy-efficient natural gas appliances.

##### **Learn More:**

Terri Harris

256-773-3340

[terri.harris@hartselleutilities.org](mailto:terri.harris@hartselleutilities.org)

<http://www.hartselleutilities.org/natural-gas/natural-gas-incentives/>

## Cooperatives

### Baldwin Electric Member Cooperative

#### Energy Use Analysis

##### *Technical Assistance*

The cooperative offers one-on-one business consultation to help non-residential members lower their operating costs.

##### **Learn More:**

Greg Gipson

251-989-0281

<http://www.baldwinemc.com/business-energy-services.aspx>

### Cherokee Electric Cooperative

#### Energy Solutions

##### *Analytical Assistance*

The cooperative offers analytical support to help businesses lower their energy costs such as power quality analysis, energy assistance and electro-technology transfer services.

##### **Learn More:**

800-952-2667

[jballenger@powernet.org](mailto:jballenger@powernet.org)

<http://www.cherokee-electric.org/commercial.htm>

### Joe Wheeler Electric Membership Corporation

#### Comprehensive Services

##### *Technical and Analytical Assistance*

The cooperative offers business members a variety of energy efficiency programs including energy audits and energy efficiency recommendations.

##### **Learn More:**

256-552-2337

[adunn@jwemc.org](mailto:adunn@jwemc.org)

<http://www.jwemc.org/comprehensive-services.aspx>

#### Manufacturing Credit

##### *Financial Assistance*

Members can apply for a 5.0 percent credit to certain qualified manufacturers that consume more than 5,001 kW to help with energy costs. This credit is renewed on an annual basis.

##### **Learn More:**

256-552-2337

[adunn@jwemc.org](mailto:adunn@jwemc.org)

<http://www.jwemc.org/incentives.aspx>

## South Alabama Electric Cooperative

### Commercial and Industrial Account Management Program

#### *Financial and Technical Assistance*

The cooperative offers commercial and industrial programs such as energy audits, heating and cooling consultations, loans and grants for expansion and lighting among other energy efficiency projects.

#### **Learn More:**

334-566-2060

<https://www.southaec.com/content.cfm?id=2036>

### Energy Resource Conservation Loan

#### *Financial Assistance*

The cooperative offers a loan program to its members to help them finance the purchase of energy-efficient equipment.

#### **Learn More:**

334-566-2060

<https://www.southaec.com/content.cfm?id=2014>

## Tallapoosa River Electric Cooperative

### Energy Analysis

#### *Analytical Assistance*

A cooperative representative will perform an energy assessment on a non-residential facility to locate energy-inefficient areas and processes.

#### **Learn More:**

800-332-8732 ext 731

[rnorris@trec.coop](mailto:rnorris@trec.coop)

<http://www.trec.coop/services.aspx?id=36>

## Local Resources

### *Non-profit Organizations*

### Alabama Technology Network

#### **Our Services**

#### *Training and Educational Assistance*

Provides multiple services to Alabama manufacturers such as lean manufacturing training, quality services training, continual improvement methods, environmental health and safety training, and industrial maintenance training.

#### **Learn More:**

Mike Bailey

205-943-4808

[mbailey@atn.org](mailto:mbailey@atn.org)

<http://www.atn.org/>

### *Local or Regional Initiatives*

### Southeast Energy Efficiency Alliance (SEEA)

#### **Regional Energy Efficiency Programs and Incentives**

#### *Education, Networking, Technical & Financial Resources*

The Southeast Industrial Energy Efficiency Coalition, a project of SEEA, connects industry to financial and technical resources; fosters cooperation among industrial users, utilities & policy makers; and promotes best practices & training on industrial energy efficiency.

#### **Learn More:**

Industrial Program Information:

<http://www.seealliance.org/programs/industrial.php>

SEEA URL:

<http://www.seealliance.org/>

SEEA Staff Contact info:

<http://www.seealliance.org/about/staff.php>

### *Industrial Assessment and Clean Energy Application Centers*

### Southeast CHP Application Center

#### **Combined Heat and Power Application Center**

#### *Technical and Educational Assistance*

Provides application assistance, technology information, and educational support necessary to promote combined Heat and power applications.

#### **Learn More:**

Louay Chamra

662-325-0618

[chamra@me.msstate.edu](mailto:chamra@me.msstate.edu)

<http://www.chpcenterse.org/>

### University of Alabama

#### **Industrial Assessment Center (IAC)**

#### *Analytical Assistance*

The University of Alabama IAC provides free energy use assessments, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

#### **Learn More:**

Dr. Keith A. Woodbury

205-348-1647

[woodbury@me.ua.edu](mailto:woodbury@me.ua.edu)

<http://www.iac.ua.edu/>



## B. Arkansas

Arkansas' economy is ranked 34<sup>th</sup> in the nation in terms of 2008 GDP, generating \$98.3 billion annually.<sup>11</sup> Industrial manufacturing is an important sector of Arkansas' economy providing the state with 73,869 jobs and supplying \$25,913.4 million worth of goods. The state's primary manufacturing sectors are food, primary metal, transportation equipment, and paper based on total value of shipments.<sup>12</sup> In 2007, Arkansas' industrial sector ranked 23<sup>rd</sup> in the nation in terms of energy expended accounting for 463.7 trillion Btu (or 40.3 percent of all energy consumed in the state).<sup>13</sup> The state's industrial natural gas consumption tallied 87.7 trillion Btu which was the 23<sup>rd</sup> most in the nation in 2007.<sup>14</sup> Moreover, the industrial sector accounted for approximately 11.09 million metric tons of carbon dioxide emissions in 2005.<sup>15</sup>

Arkansas goal is to lead the nation in attracting clean and renewable energy industries to the state, and to reduce consumer energy dependence on current carbon-generating technologies and expenditures. In order to achieve their goal, the state government created the *Arkansas Governor's Commissions on Global Warming*.<sup>16</sup> Of note, this policy plan recommends promoting energy efficiency programs for the industrial sector such as education of industry trades, and increasing demand side programs and funds for promoting energy efficiency and renewable energy.<sup>17</sup> In addition to policy, Arkansas has created legislation to promote energy efficiency. For instance, the Arkansas Public Service Commission approved *Rules for Conservation and Energy Efficiency Programs*, requiring all electric and gas utilities under the jurisdiction of the Commission to propose and administer energy efficiency programs.<sup>18</sup> Available energy efficiency and/or renewable energy resources within the state are lists below.

## Government

### State Programs

#### Arkansas Economic Development Commission

##### Industrial Revenue Bonds

###### *Financial Assistance*

Financing is available for manufacturers to purchase land, buildings, and equipment to expand their operations. Generally, tax-exempt issues will be 80.0 percent of the prime interest rate.

###### **Learn More:**

501-682-1121

[INFO@arkansasedc.com](mailto:INFO@arkansasedc.com)

<http://arkansasedc.com/business-development/financing/industrial-revenue-bonds.aspx>

#### Commercial & Industrial Energy Resource Guide

###### *Technical Assistance*

Arkansas Economic Development Commission provides a comprehensive list of energy services and providers for industrial consumers.

###### **Learn More:**

[ebrown@1800arkansas.com](mailto:ebrown@1800arkansas.com)

[http://www.arkansasedc.com/business-development/energy/files/pdf/Commercial\\_Industrial\\_Resource-Guide.pdf](http://www.arkansasedc.com/business-development/energy/files/pdf/Commercial_Industrial_Resource-Guide.pdf)

#### Arkansas Energy Office

##### Industry

###### *Technical Assistance*

Arkansas Energy Office offers industry energy management tools for lighting, motors, motor drives, fans, pumps, compressed air, steam, boilers, heaters, and furnaces.

###### **Learn More:**

800-558-2633

[EnergyInfo@ArkansasEDC.com](mailto:EnergyInfo@ArkansasEDC.com)

<http://arkansasenergy.org/industry.aspx>

#### Arkansas Department of Environmental Quality (ADEQ)

##### Arkansas Material Exchange Directory

###### *Technical Assistance*

This directory provides a list of waste materials from companies that are available for reuse, reduction, or recycling.

###### **Learn More:**

Teresa Bechtel

501-682-0609

[http://www.adeq.state.ar.us/solwaste/branch\\_market\\_dev/material\\_exchange.asp](http://www.adeq.state.ar.us/solwaste/branch_market_dev/material_exchange.asp)

##### Environmental Loans for Small Business

###### *Financial Assistance*

ADEQ offers small businesses low-interest loans for pollution control and waste reduction measures.

###### **Learn More:**

501-682-0709 or 888-233-0326

<http://www.adeq.state.ar.us/poa/env-loans.htm>

## ADEQ's Pollution Prevention (P2) Program

### *Technical Assistance*

ADEQ's Pollution Prevention (P2) program provides free, non-regulatory assistance to Arkansas businesses interested in improving their operating efficiency and reducing their environmental impact.

### **Learn More:**

Audree Miller  
501-682-0015

[http://www.adeq.state.ar.us/poa/prog\\_dev.htm](http://www.adeq.state.ar.us/poa/prog_dev.htm)

## Utilities

### *Investor-owned*

## American Electric Power (AEP)

### Commercial & Industrial Standard Offer Program

#### *Financial Assistance*

AEP offers industrial customers in Arkansas financial incentives for installing energy-efficient measures.

### **Learn More:**

Greg Perkins  
479-973-2435

[gaperkins@aep.com](mailto:gaperkins@aep.com)  
<http://www.aepefficiency.com/arkansas/CI/intro/index.htm>

## Arkansas Oklahoma Gas

### Commercial/Industrial Gas Energy Audit Program

#### *Financial Assistance*

The utility will offer an energy audit of the building and gas appliances for selected industrial customers.

### **Learn More:**

Eddie Fox  
479-651-5311

<https://www.aogc.com/energyefficiency.aspx>

## Arkansas Western Gas Company

### Energy Analysis

#### *Analytical Assistance*

A representative from the utility will perform an energy audit of a non-residential customer's facility to determine how to improve the company's energy efficiency.

### **Learn More:**

Lisa Pfitzinger  
479-582-7852

[Lisa.Pfitzinger@sourcegas.com](mailto:Lisa.Pfitzinger@sourcegas.com)  
[http://www.awgonline.com/showpage.php?page\\_id=business\\_services.htm](http://www.awgonline.com/showpage.php?page_id=business_services.htm)

## Empire District Electric Company

### Commercial/Industrial Prescriptive Rebate Program

#### *Financial Assistance*

The Empire District Electric Company offers a Commercial/Industrial Prescriptive Rebate program to its non-residential customers in Arkansas who purchase high-efficiency equipment. The rebates, which can be applied to both new construction and retrofit projects, are offered for lighting, air conditioning systems, chillers, motors, and variable frequency drives. . Rebates are up to \$5,000 annually per customer.

### **Learn More:**

800-206-2300  
<http://empirearkansas.program-processing.com/content/prescriptive-rebates>

## Entergy Arkansas

### Commercial Energy Systems Library

#### *Technical Assistance*

The Commercial Energy Systems Library is an extensive library that provides in-depth information on various energy systems, building design, and energy technologies.

### **Learn More:**

800-368-3749

<http://entergy.apogee.net/ces/>

### DataLink

#### *Analytical Assistance*

Entergy's "DataLink" provides a portfolio of energy analysis services through its DataLink portal.

### **Learn More:**

877-336-2631

[http://entergy-arkansas.com/your\\_business/customized\\_programs.aspx](http://entergy-arkansas.com/your_business/customized_programs.aspx)

## Oklahoma Gas and Electric (OG&E)

### Energy Technology Center

#### *Education and Training*

OG&E's Energy Technology Center curriculum offers a variety of classes designed to provide instruction about increasing efficiency and achieving the "green" standard of excellence.

### **Learn More:**

Brian Routh  
405-553-5400

<http://www.oge.com/business-customers/save-energy-and-money/Pages/EnergyTechnologyCenter.aspx>

## Lighting Rebate Program

### *Financial Assistance*

OG&E will help customers identify local lighting experts and provides a rebate of \$2 per T8 or T5 energy-efficient lamp installed at your facility.

#### **Learn More:**

Robin Arnold

479-649-2838

<http://www.oge.com/business-customers/save-energy-and-money/EnergyEfficiencySolutions/Pages/Lighting.aspx>

## Making Efficient Affordable

### *Financial Assistance*

OG&E offers loans for energy-efficient heating & cooling equipment.

#### **Learn More:**

405-553-3163

<http://www.oge.com/business-customers/save-energy-and-money/EnergyEfficiencySolutions/Pages/Geothermal.aspx>

## Motor Rebate Program

### *Financial Assistance*

High-efficiency 25 hp motor instant rebates of \$171 are available through partnering motor distributors.

#### **Learn More:**

Robin Arnold

479-649-2838

<http://www.oge.com/business-customers/save-energy-and-money/EnergyEfficiencySolutions/Pages/Motors.aspx>

## RateTamer®

### *Analytical Assistance*

RateTamer® is a management tool which monitors energy consumption and recommends ways to lower energy use.

#### **Learn More:**

405-553-3163

<http://www.oge.com/business-customers/save-energy-and-money/EnergyEfficiencySolutions/Pages/RateTamer.aspx>

## Cooperatives

### Craighead Electric Cooperative

#### **Energy Audit**

##### *Analytical Assistance*

The cooperative will perform a free energy assessment of a facility to determine areas for energy efficiency improvement.

#### **Learn More:**

870-932-8301

<http://www.craigheadelectric.coop/content.cfm?id=2025>

### Ozarks Electric Cooperative

#### **ERC Loans**

##### *Financial Assistance*

The cooperative offers loans of up to \$5,000 to help finance energy efficiency projects.

#### **Learn More:**

Keith Kaderly

800-521-6144, ext. 4615 or 479-684-4615

<http://www.ozarksecc.com/content.cfm?id=2035>

## Petit Jean Electric Cooperative

### **Energy Resource Conservation Loan**

#### *Financial Assistance*

Petit Jean Electric has low-interest loans available to help with energy-efficient improvements.

#### **Learn More:**

[http://www.pjecc.com/erc\\_loans.ihtml](http://www.pjecc.com/erc_loans.ihtml)

## Local Resources

### *Non-profit Organizations*

### Arkansas Manufacturing Solutions (AMS)

#### **Our Services**

##### *Technical and Educational Assistance*

AMS services include lean enterprise, training, and environmental, energy, health, and safety programs.

#### **Learn More:**

Scotty McKnight

479-651-5439

[smcknight@ams.acroxmail.com](mailto:smcknight@ams.acroxmail.com)

<http://www.mfgsolutions.org/>

## Arkansas Science & Technology Authority

### Technology Transfer Assistance Grant Program

#### *Financial Assistance*

The Authority will fund up to \$3,750 of costs associated with transferring new or existing technology from qualified applicants.

#### **Learn More:**

Stephanie Y. Johnson  
501-683-4409

[stephanie.johnson@arkansas.gov](mailto:stephanie.johnson@arkansas.gov)  
<http://www.asta.arkansas.gov/ttagp.html>

## Local or Regional Initiatives

## Southeast Energy Efficiency Alliance (SEEA)

### Regional Energy Efficiency Programs and Incentives

#### *Education, Networking, Technical & Financial Resources*

The Southeast Industrial Energy Efficiency Coalition, a project of SEEA, connects industry to financial and technical resources; fosters cooperation among industrial users, utilities & policy makers; and promotes best practices & training on industrial energy efficiency.

#### **Learn More:**

Industrial Program Information:

<http://www.seealliance.org/programs/industrial.php>

SEEA URL:

<http://www.seealliance.org/>

SEEA Staff Contact info:

<http://www.seealliance.org/about/staff.php>

## Industrial Assessment and Clean Energy Application Centers

### Mississippi State University

#### Industrial Assessment Center (IAC)

##### *Analytical Assistance*

Mississippi State University IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

#### **Learn More:**

Dr. B.K. Hodge  
662-325-7315  
[hodge@me.msstate.edu](mailto:hodge@me.msstate.edu)  
<http://www.me.msstate.edu/IAC/iac.html>

### Oklahoma State University

#### Industrial Assessment Center (IAC)

##### *Analytical Assistance*

Oklahoma State University IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

#### **Learn More:**

Dr. William Kolarik  
405-744-5042  
[kolarik@okstate.edu](mailto:kolarik@okstate.edu)  
<http://iem.okstate.edu/Primary/>

## Southeast CHP Application Center

### Combined Heat and Power Application Center (CHP)

#### *Technical and Educational Assistance*

Provides application assistance, technology information, and educational support necessary to promote combined heat and power.

#### **Learn More:**

Louay Chamra  
662-325-0618  
[chamra@me.msstate.edu](mailto:chamra@me.msstate.edu)  
<http://www.chpcenterse.org/>

## University of Louisiana at Lafayette

### Industrial Assessment Center (IAC)

#### *Analytical Assistance*

University of Louisiana IAC also provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

#### **Learn More:**

Dr. Theodore Kozman  
337-482-5717  
[tak1485@louisiana.edu](mailto:tak1485@louisiana.edu)  
<http://itec.louisiana.edu/iac/>



## C. Florida

Florida's economy is ranked 4<sup>th</sup> in the nation in terms of 2008 gross domestic product (GDP), generating \$744 billion annually.<sup>19</sup> Industrial manufacturing is an important sector of Florida's economy, providing the state with 90,183 jobs and supplying \$35,087 million worth of goods. The largest manufacturing sectors in the state are electronic equipment and food processing.<sup>20</sup> Moreover, Florida's industrial sector ranked 19<sup>th</sup> in the nation in terms of energy expended, accounting for 558.9 trillion Btu in 2007, or 12.1 percent of all energy consumed in the state.<sup>21</sup> The state's natural gas consumption totaled 73.2 trillion Btu, which was 29<sup>th</sup> in the nation that year.<sup>22</sup> Additionally, the industrial sector accounted for 13.76 million metric tons of carbon dioxide emissions.<sup>23</sup>

The State of Florida first instituted demand-side management (DSM) programs in 1980 as part of the *Florida Energy Efficiency and Conservation Act*. Since 1980, utilities have made use of energy-efficiency programs to reduce annual energy consumption by 5,488 gigawatt hours.<sup>24</sup> In addition to the DSM programs, utilities and other organizations across the state offer many programs that provide financial and technical assistance to industrial manufacturers seeking to improve their energy efficiency and decrease their carbon emissions.

## Government

### State Programs

#### Florida Department of Agriculture and Consumer Services

##### Farm to Fuel® Grants Program

###### *Financial Assistance*

In 2007, the Florida Legislature established the Farm to Fuel® Grants Program to provide \$25 million in matching grants for demonstration, commercialization, research and development projects relating to bioenergy.

###### **Learn More:**

<http://www.floridafarmtofuel.com/grant.htm>

#### Florida Department of Revenue

##### Florida Renewable Energy Production Credit

###### *Financial Assistance*

The credit provides a corporate income tax credit equal to one cent for each additional kWh of electricity produced from renewable energy sources at a new or expanded Florida facility.

###### **Learn More:**

800-352-3671  
[http://myfloridaclimate.com/climate\\_quick\\_links/florida\\_energy\\_climate\\_commission/grants\\_solar\\_rebates\\_incentives/renewable\\_energy\\_tax\\_incentives](http://myfloridaclimate.com/climate_quick_links/florida_energy_climate_commission/grants_solar_rebates_incentives/renewable_energy_tax_incentives)

##### Florida Energy Act Renewable Energy Act-Sales Tax Exemption

###### *Financial Assistance*

Hydrogen-powered vehicles, materials used in these vehicles, and hydrogen-fueling stations are eligible for a tax exemption of up to \$2 million each fiscal year. Commercial stationary hydrogen fuel cells, materials used in the distribution of biodiesel (B10-B100) and ethanol (E10-100), are eligible for tax

exemptions up to \$1 million each fiscal year for all taxpayers. Gasoline fueling station pump retrofits for ethanol (E10-E100) distribution qualify for the exemption.

###### **Learn More:**

800-352-3671  
[http://myfloridaclimate.com/climate\\_quick\\_links/florida\\_energy\\_climate\\_commission/grants\\_solar\\_rebates\\_incentives/renewable\\_energy\\_tax\\_incentives](http://myfloridaclimate.com/climate_quick_links/florida_energy_climate_commission/grants_solar_rebates_incentives/renewable_energy_tax_incentives)

##### Renewable Energy Property Tax Exemption

###### *Financial Assistance*

Renewable energy devices such as solar water heaters, photovoltaics, wind, geothermal heat pumps installed on or after 1/1/2009 can receive a full percent tax exemption.

###### **Learn More:**

800-352-3671  
<http://www.myflorida.com/dor>

## Utilities

### Investor-owned

#### Florida Power and Light

##### Business Energy Evaluation: Let Us Partner With You

###### *Financial Assistance*

Florida Power and Light (FPL) Business Energy Evaluation is a free, comprehensive review of a facility's energy usage.

###### **Learn More:**

800-375-5566

[http://www.fpl.com/largebusiness/savings/business\\_energy\\_evaluation.shtml](http://www.fpl.com/largebusiness/savings/business_energy_evaluation.shtml)

##### Building Envelope Improvements

###### *Analytical Assistance*

FPL Business Energy Evaluation is a free comprehensive review of a facility's energy usage that can help businesses make informed, cost-effective decisions to save money.

###### **Learn More:**

800-375-5566

[http://www.fpl.com/largebusiness/savings/building\\_envelope.shtml](http://www.fpl.com/largebusiness/savings/building_envelope.shtml)

##### Business Custom Incentive

###### *Financial Assistance*

FPL provides incentives for a custom energy-saving innovation that will trim at least 25 kW from FPL's summer peak electricity demand.

###### **Learn More:**

800-375-5566

<http://www.fpl.com/largebusiness/savings/custom.shtml>

##### Energy-Efficient Cooling & Heating: Upgrade and Save With FPL Incentives

###### *Financial Assistance*

FPL will help customers pay for high-efficiency direct-expansion split/package air conditioning and heat pumps, energy recovery ventilation, demand control ventilation, chillers and thermal energy storage systems.

###### **Learn More:**

800-375-5566

<http://www.fpl.com/largebusiness/savings/cooling.shtml>

##### Solutions for Energy Management

###### *Technical Assistance*

FPL helps customers obtain financing on projects such as lighting retrofits, HVAC installations, natural gas, and power quality solutions.

###### **Learn More:**

888-706-5685

[http://www.fpl.com/largebusiness/products/fpl\\_services\\_energy\\_management.shtml](http://www.fpl.com/largebusiness/products/fpl_services_energy_management.shtml)

#### Florida Public Utilities

##### Commercial Energy Systems Library

###### *Technical Assistance*

This library provides in-depth information on various commercial energy systems, building design, and energy technologies.

###### **Learn More:**

561-832-0872

<http://fpuc.apogee.net/comsuite/>

##### Commercial Energy Surveys

###### *Analytical Assistance*

A Florida Public Utilities' energy efficiency specialist will conduct a free energy assessment and provide recommendations for saving energy, money, and profitability.

###### **Learn More:**

561-832-0872

[http://www.fpuc.com/myaccount/rebate\\_main.asp](http://www.fpuc.com/myaccount/rebate_main.asp)

##### Energy for Life Commercial Building

###### *Technical Assistance*

Florida Public Utilities offers free energy calculations, design assistance, lighting and equipment selection, and Energy Star and/or green building certification.

###### **Learn More:**

<http://www.fpuc.com/electric/rebate-selc.asp>

#### Gulf Power

##### Energy Tips

###### *Analytical Assistance*

Gulf Power provides energy efficiency advice for your business, building, HVAC, lighting, motors, and more.

###### **Learn More:**

800-225-5797

[http://www.gulfpower.com/energy\\_tips/tips.asp](http://www.gulfpower.com/energy_tips/tips.asp)

##### EnergyDirect

###### *Analytical Assistance*

EnergyDirect offers business customers around the clock access to energy billing and usage information; graphing and analysis of their energy use; alerts and metrics tailored to their business; custom account portfolios; and benchmarking.

###### **Learn More:**

800-225-5797

[http://www.gulfpower.com/energy\\_efficiency/home.asp](http://www.gulfpower.com/energy_efficiency/home.asp)

## Progress Energy

### Business Energy Check

#### *Analytical Assistance*

Progress Energy's Business Energy Check is a tool businesses can use to identify opportunities to reduce energy costs.

#### **Learn More:**

877-372-8477

[Small.Business@pgnmail.com](mailto:Small.Business@pgnmail.com)

<http://www.progress-energy.com/custservice/flabusiness/efficiency/CA/index.asp>

### Energy Efficiency Services

#### *Analytical Assistance*

Progress Energy-Florida provides low-cost, energy-saving inspections and services available for new construction and retrofit projects.

#### **Learn More:**

877-372-8477

<http://www.progress-energy.com/cust-service/flacig/efficiency/index.asp>

## Tampa Electric

### Building Envelope Improvement

#### *Financial Assistance*

Tampa Electric offers incentives for businesses that invest in energy-efficient building envelope improvements. Solar window film installation incentive is \$1.00 per square foot of glass area covered (up to \$55.00 per room) and insulation incentives are \$0.05 per square foot of ceiling area covered and \$0.20 per square foot of wall area insulated by the customer.

#### **Learn More:**

<http://www.tampaelectric.com/business/saveenergy/buildingenvelope/>

### Commercial Cooling Rebate

#### *Financial Assistance*

Tampa Electric offers a Commercial Cooling Rebate for new or existing industrial customers on commercial cooling units under 760,000 Btu. Incentives are approximately \$30.00 per ton.

#### **Learn More:**

<http://www.tampaelectric.com/business/saveenergy/coolingrebate/>

### Commercial/Industrial Indoor Lighting

#### *Financial Assistance*

Tampa Electric will pay businesses \$.10 per watt reduction when they replace their current lighting with energy-efficient fluorescent lighting including ballasts and lamps.

#### **Learn More:**

<http://www.tampaelectric.com/business/saveenergy/indoorlighting/>

### Energy Audit

#### *Analytical Assistance*

Tampa Electric provides businesses with energy audits to identify potential energy-saving opportunities.

#### **Learn More:**

<http://www.tampaelectric.com/business/saveenergy/energyaudit/>

### Energy Efficiency Motors

#### *Financial Assistance*

If your facility uses three-phase motors a minimum of 2,000 hours annually and qualifies, the Commercial Energy Efficient Motors program can earn you incentives for replacing old motors with new, high-efficiency models that exceed minimum product manufacturing standards. Businesses can earn \$2.50 per-motor horsepower (hp) upgrade.

#### **Learn More:**

<http://www.tampaelectric.com/business/saveenergy/energyefficientmotors/>

### Energy Systems Analysis

#### *Analytical Assistance*

Tampa Electric's experts will help determine which energy-conserving systems work best for your business and estimate the overall cost and benefits of each.

#### **Learn More:**

813-223-0800

<http://www.tampaelectric.com/business/productsandservices/energysystemsanalysis/>

## Public Power

### Gainesville Regional Utilities

#### Energy Analysts

##### *Analytical Assistance*

Gainesville Regional Utilities (GRU) offers no-cost facility inspections. Businesses that take advantage of this service will receive an on-site survey energy assessment and a comprehensive report detailing ways to reduce utility costs.

#### **Learn More:**

<http://www.gru.com/YourBusiness/ProductsServices/busConservation-Surveys.jsp>

### GRU's Customized Business Rebate

#### *Financial Assistance*

GRU offers rebates up to \$40,000 or 50.0 percent of project implementation cost for custom energy efficiency programs.

#### **Learn More:**

352-393-1496

<http://www.gru.com/YourBusiness/Conservation/Energy/Rebates/customRebate.jsp>

## Small Business High Efficiency Central Air Conditioner Rebate

### *Financial Assistance*

This rebate of \$300.00 or \$550.00 is to encourage small businesses to use high efficiency central air conditioners and heat pumps.

#### **Learn More:**

352-393-1460

[http://www.gru.com/YourHome/Conservation/Energy/Rebates/hec\\_conditioner.jsp](http://www.gru.com/YourHome/Conservation/Energy/Rebates/hec_conditioner.jsp)

## Small Business Insulation Rebate

### *Financial Assistance*

Small businesses can receive rebates of \$0.13 per square foot of insulation up to \$375.00.

#### **Learn More:**

352-393-1460

<http://www.gru.com/YourHome/Conservation/Energy/Rebates/addedInsulation.jsp>

## Jacksonville Electric Authority (JEA)

### Business Energy Audits

#### *Analytical Assistance*

JEA provides commercial customers the opportunity to receive, free of charge, an energy evaluation of their business.

#### **Learn More:**

800-683-5542

<http://www.jea.com/community/conservcenter/tools/businessaudit.asp>

## Lighting Solutions

### *Technical and Analytical Assistance*

JEA's Lighting Solutions program offers indoor and outdoor lighting services to help businesses reduce their electric bills. Services include lighting audits, lighting maintenance, and turnkey installation.

#### **Learn More:**

904-665-6250

[solutions@jea.com](mailto:solutions@jea.com)

<http://www.jea.com/business/services/prodandserv/lighting.asp>

## Lakeland Electric

### Commercial Energy Audits

#### *Analytical Assistance*

Commercial energy audits are provided to help improve energy efficiency by checking heating and air-conditioning systems, refrigeration equipment lighting, water heating, motors, process equipment, and building thermal characteristics to detect areas of heat loss and gain.

#### **Learn More:**

863-834-6789

<http://www.lakelandelectric.com/yourbusiness/cii/prodserv/comenergy-audit.html>

### Commercial Lighting Rebate Program

#### *Financial Assistance*

Lakeland Electric will refund commercial customers \$75.00 each for up to three Vending Miser units installed at their facility.

#### **Learn More:**

863-834-9535

<http://www.lakelandelectric.com/your-business/smcommercial/prodserv/conservationprograms.html>

## Orlando Utilities Commission

### Building Envelope Improvements

#### *Financial Assistance*

Orlando Utilities Commission offers rebates for businesses investing in building envelope improvements. For example, window film or solar screen rebates are \$0.75 per square foot up to \$55.00, ceiling insulation upgrade rebates are \$100 plus \$0.07 per square foot above 1,500 square feet, and cool roof rebates are \$0.10 per square foot up to \$15,000.

#### **Learn More:**

407-423-9018

[conservationsupport@ouc.com](mailto:conservationsupport@ouc.com)

[http://www.ouc.com/business/rebates\\_env\\_improvements.htm](http://www.ouc.com/business/rebates_env_improvements.htm)

### Commercial Energy Surveys

#### *Analytical Assistance*

Orlando Utilities Commission will provide free energy surveys for non-residential customers.

#### **Learn More:**

407-423-9018

[conservationsupport@ouc.com](mailto:conservationsupport@ouc.com)

<http://www.ouc.com/business/survey.htm>

### OUConsumption Online

#### *Analytical Assistance*

With OUConsumption Online, businesses can check a variety of their load data – right from their desktop computers. This detailed information helps companies identify wasteful energy usage.

#### **Learn More:**

407-423-9018

[conservationsupport@ouc.com](mailto:conservationsupport@ouc.com)

<http://www.ouc.com/business/consumption.htm>



## Cooperatives

### Chelco

#### Commercial Energy Systems Library

##### *Analytical Assistance*

This library provides in-depth information on various commercial energy systems, building design, and energy technologies.

##### **Learn More:**

800-342-0990 or 850-892-2111

<http://chelco.apogee.net/ces/>

### Clay Electric Cooperative

#### Energy Survey

##### *Analytical Assistance*

Clay Electric Cooperative provides energy surveys to identify potential problem areas.

##### **Learn More:**

352-473-8000

<http://clayelectric.com/nrgservice.aspx>

### Florida Keys Electric Cooperative

#### Energy Audit

##### *Analytical Assistance*

A Florida Keys Electric Cooperative representative will perform an energy audit at a customer's business.

##### **Learn More:**

<http://www.fkec.com/energy.html>

### Lee County Cooperative

#### Commercial Energy Survey

##### *Analytical Assistance*

A state-certified commercial energy advisor will conduct a free onsite energy audit for a business.

##### **Learn More:**

239-656-2300

<http://www.lcec.net/energysurvey/>

## Local Resources

### Non-profit Organizations

#### Florida Manufacturing Solutions

#### Manufacturing Extension Partnership

##### *Technical and Educational Assistance*

This non-profit provides manufacturers with services that include enterprise transformation, innovation, performance-based training, and supply chain management.

##### **Learn More:**

Rod Rodriguez

321-939-4000

[rodr@timewisems.com](mailto:rodr@timewisems.com)

<http://www.floridamep.org>

#### Florida Solar Energy Center

#### Industry Training

##### *Training and Education*

This center provides industry training about renewable energy technology and energy efficiency measures.

##### **Learn More:**

321-638-1000

<http://www.fsec.ucf.edu/en/industry/training/index.htm>

## Local or Regional Initiatives

### Southeast Energy Efficiency Alliance (SEEA)

#### Regional Energy Efficiency Programs and Incentives

##### *Education, Networking, Technical & Financial Resources*

The Southeast Industrial Energy Efficiency Coalition, a project of SEEA, connects industry to financial and technical resources; fosters cooperation among industrial users, utilities & policy makers; and promotes best practices & training on industrial energy efficiency.

##### **Learn More:**

Industrial Program Information:

<http://www.seealliance.org/programs/industrial.php>

SEEA URL:

<http://www.seealliance.org/>

SEEA Staff Contact info:

<http://www.seealliance.org/about/staff.php>

## *Industrial Assessment and Clean Energy Application Centers*

### **Southeast CHP Application Center**

#### **Combined Heat and Power Application Center (CHP)**

##### *Technical and Educational Assistance*

Provides application assistance, technology information, and educational support necessary to promote combined heat and power applications.

##### **Learn More:**

Louay Chamra

662-325-0618

[chamra@me.msstate.edu](mailto:chamra@me.msstate.edu)

<http://www.chpcenterse.org/>

### **University of Florida**

#### **Industrial Assessment Center (IAC)**

##### *Analytical Assistance*

University of Florida IAC provides free energy use, productivity enhancement, and waste reduction assessments to manufacturers.

##### **Learn More:**

Dr. Diane Schaub

352- 392-1464

[schaub@ise.ufl.edu](mailto:schaub@ise.ufl.edu)

<http://www.ise.ufl.edu/iac/>

### **University of Miami**

#### **Industrial Assessment Center (IAC)**

##### *Analytical Assistance*

University of Miami IAC provides free energy use, productivity enhancement, and waste reduction assessments to manufacturers.

##### **Learn More:**

Dr. Shihab Asfour

305-392-3537

[schaub@ise.ufl.edu](mailto:schaub@ise.ufl.edu)

<http://iac.miami.edu/intro.htm>

## **D. Georgia**

Georgia's economy is ranked 10<sup>th</sup> in the nation in terms of 2008 GDP, generating \$397.8 billion annually.<sup>25</sup> Industrial manufacturing is an important sector of Georgia's economy providing the state with 121,884 jobs and supplying \$51,075.0 million worth of goods in 2006. The industrial sector is one of the largest energy-consuming sectors in the State, in part because Georgia is a leader in the energy-intensive wood and paper products industry.<sup>26</sup> Moreover, the top industries in Georgia are food processing, transportation equipment manufacturing, chemicals, textile product mills, and paper manufacturing based on total value of shipments.<sup>27</sup> In 2007, Georgia's industrial sector ranked 9<sup>th</sup> in the nation in terms of energy expended accounting for 887.4 trillion Btu (or 28.3 percent of statewide energy consumption).<sup>28</sup> The state's industrial natural gas consumption tallied 156.1 trillion Btu which was the 13th in the nation.<sup>29</sup> Moreover, the industrial sector accounted for approximately 20.17 million metric tons of carbon dioxide emissions according to 2005 data.<sup>30</sup>

Georgia has made an effort to encourage energy efficiency in the state. Since the early 1990s, Georgia statute O.C.G.A. § 46-3A-2 has required the regulated electric utilities to file integrated resource plans (IRPs) with the Georgia Public Service Commission every three years. The IRPs must take into account any present and projected reductions in the demand for energy that may result from measures to improve energy efficiency in the industrial, commercial, residential, and energy-producing sectors of the state. The statute also encourages electric utilities to provide energy efficient program to their customers.<sup>31</sup> Additionally, Georgia's government passed O.C.G. § 48-7-29.14 which established corporate tax credits for specific energy efficient equipment and renewable energy equipment.<sup>32</sup> There are additional resources available throughout the state that plant managers can consult for energy efficiency and/or renewable energy information or assistance in financing these projects at their facility listed below.

## Government

### State Programs

#### Department of Community Affairs

##### Electricity Sales and Use Tax Exemption

###### *Financial Assistance*

Electricity purchased that interacts directly with a product being manufactured is exempt from sales tax when the total cost of the electricity exceeds 50 percent of the cost of all materials used including electricity in making the product.

###### **Learn More:**

Jon Galbraith

404-417-6628

[jon.galbraith@dor.ga.gov](mailto:jon.galbraith@dor.ga.gov)

[http://www.dca.state.ga.us/economic/TaxCredits/programs/downloads/summaryTC\\_Best2006.pdf](http://www.dca.state.ga.us/economic/TaxCredits/programs/downloads/summaryTC_Best2006.pdf)

##### Manufacturing Machinery Sales and User Tax Exemption

###### *Financial Assistance*

Machinery used directly in manufacturing under certain conditions is exempt from sales and use tax. Maximum is up to \$150,000 per part.

###### **Learn More:**

Jon Galbraith

404-417-6628

[jon.galbraith@dor.ga.gov](mailto:jon.galbraith@dor.ga.gov)

[http://www.dca.state.ga.us/economic/TaxCredits/programs/downloads/summaryTC\\_Best2006.pdf](http://www.dca.state.ga.us/economic/TaxCredits/programs/downloads/summaryTC_Best2006.pdf)

##### Port Tax Credit Bonus for Investment Tax Credit

###### *Financial Assistance*

The port bonus increases the investment tax credit to the equivalent of a Tier 1 (\$4,000) location regardless of the tier level. The port bonus would therefore be equal to 5.0 percent of the qualified investment in expenses directly related to manufacturing or providing telecommunications services with the credit increasing to 8.0 percent for recycling, pollution control, and defense conversion. The port bonus is limited to 50.0 percent of income tax liability.

###### **Learn More:**

Jon Galbraith

404-417-6628

[jon.galbraith@dor.ga.gov](mailto:jon.galbraith@dor.ga.gov)

[http://georgia.org/SiteCollection-Documents/Business/Taxation/2009\\_Tax%20Incentive%20Brochure.pdf](http://georgia.org/SiteCollection-Documents/Business/Taxation/2009_Tax%20Incentive%20Brochure.pdf)

##### Strategic Industries Loan Fund

###### *Financial Assistance*

This loan provides loan assistance for the purchase of fixed assets to eligible applicants that are being considered as a relocation or expansion site for an emerging or development-stage company in a strategic industry targeted by Georgia.

###### **Learn More:**

Susan Brown

404-327-6841

[sarringt@dca.state.ga.us](mailto:sarringt@dca.state.ga.us)

<http://www.onegeorgia.org/programs/silf>

#### Georgia Department of Revenue

##### Biomass Use and Sale Tax Exemption

###### *Financial Assistance*

To qualify for the tax exemption, biomass material must be utilized in the production of energy, including the production of electricity, steam, or both. Pellets and fuels derived from biomass are generally eligible for the tax exemption.

###### **Learn More:**

404-417-2100

<http://www.dsireusa.org/documents/Incentives/GA08F.htm>

#### Georgia Environmental Facilities Authority

##### Clean Energy Property Rebate Program

###### *Financial Assistance*

This program offsets a portion of the cost of installing a renewable energy generation system or implementing lighting retrofits or building efficiency upgrades as defined in the Official Code of Georgia Annotated 50-23-21. The Clean Energy Property Rebate Program will offset up to 35 percent of the cost for renewable energy or energy efficiency equipment, subject to a maximum cap that varies depending on the technology installed.

###### **Learn More:**

Tracy Williams

404-584-1037

[tracy@gefa.ga.gov](mailto:tracy@gefa.ga.gov)

<http://www.gefa.org/Index.aspx?page=489>

## Clean Energy Property Tax Credit

### *Financial Assistance*

The Georgia Clean Energy Property Tax Credit includes two general types of income tax credits: 1) investments in “clean energy property,” and 2) the value of “wood residuals” delivered to a qualified renewable biomass facility. The maximum credit for each installation is limited to the lesser of either 35 percent of the equipment cost or the maximum as identified in the statute.

#### **Learn More:**

Tracy Williams  
404-584-1037

[tracy@gefa.ga.gov](mailto:tracy@gefa.ga.gov)  
<http://www.gefa.org/Index.aspx?page=426>

## Industrial Energy Efficiency Grant Program

### *Financial Assistance*

This grant program is meant to provide funding for energy efficiency programs, equipment, and market transformation activities that increase the adoption of energy efficient technology and practices in Georgia’s industries. The agency will make between two and five awards through this program, with a grant between \$400,000 and \$1,000,000 per project.

#### **Learn More:**

Tracy Williams  
404-584-1000

[energy@gefa.ga.gov](mailto:energy@gefa.ga.gov)  
<http://www.gefa.org/Index.aspx?page=476>

## Utilities

### *Power Administrations*

## Tennessee Valley Authority (TVA)

### Industry Resources

#### *Technical Assistance*

TVA provides support, technology, expertise, and financial resources to existing businesses and industries in the Valley to help them grow and be more efficient and profitable. These resources include technical assistance, low-interest loans, and other tools needed by businesses for successful operation.

#### **Learn More:**

615-232-6225  
[jon.galbraith@dor.ga.gov](mailto:jon.galbraith@dor.ga.gov)  
<http://www.tvaed.com/existing.htm>

### *Investor-owned*

## Georgia Power

### EnergyDirect

#### *Analytical Assistance*

EnergyDirect offers business customers access to energy usage information, graphing and analysis of their energy use, alerts and metrics tailored to their business, custom account portfolios, and benchmarking.

#### **Learn More:**

888-768-8458  
<https://www.energydirect.com/NonSecure/EnergyDirectHome.aspx?ReturnUrl=%2fdefault.aspx>

## Energy Saving Tips

### *Technical Assistance*

Energy Saving Tips provides tips to help businesses improve their energy efficiency and improve bottom lines.

#### **Learn More:**

800-524-2421  
[techcenter@southernco.com](mailto:techcenter@southernco.com)  
<http://www.georgiapower.com/tac/energytips.asp>

## Technology Application Center

### *Technical Assistance*

The Technology Application Center provides advice and demonstrations of advanced manufacturing technology. Experts are able to assist businesses with problem solving and evaluating what technology makes the most sense for their business – both technically and economically.

#### **Learn More:**

800-524-2421  
[techcenter@southernco.com](mailto:techcenter@southernco.com)  
<http://www.georgiapower.com/tac/home.asp>

### *Public Power*

## Cartersville Electric System

### Energy Audits

#### *Analytical Assistance*

Cartersville Electric System industrial customer experts will examine your building, lighting and equipment in order to help reduce your energy bill.

#### **Learn More:**

770-387-5631  
<http://www.cityofcartersville.org/index.aspx?nid=232>

## Services

### *Technical and Analytical Assistance*

Cartersville Electric System offers various technical services and support systems such as energy efficient design assistance, infrared scanning of facilities, electrical equipment and apparatus and state of the art electronic metering.

#### **Learn More:**

770-387-5631

<http://www.cityofcartersville.org/index.aspx?NID=57>

## Griffin Power

### Electrotechnology Updates

#### *Technical Assistance*

Griffin Power offers information on emerging electrotechnologies that may improve businesses' operating efficiency and lower manufacturing costs.

#### **Learn More:**

770-229-6403

[customerserviceE-mail@cityofgriffin.com](mailto:customerserviceE-mail@cityofgriffin.com)

<http://www.cityofgriffin.com/Departments/Electric/ElectricServices/Industrial.aspx>

## Power Quality Audits

### *Analytical Assistance*

Energy efficiency experts from MEAG Power are available to analyze electrical disturbances in an attempt to identify the cause. Once the cause is found, their experts will recommend actions you can take to eliminate or minimize the problems, thereby improving efficiency and profitability.

#### **Learn More:**

770-229-6403

[customerserviceE-mail@cityofgriffin.com](mailto:customerserviceE-mail@cityofgriffin.com)

<http://www.cityofgriffin.com/Departments/Electric/ElectricServices/Industrial.aspx>

## Preconstruction Assistance

### *Technical Assistance*

Griffin Power utility representatives can provide valuable assistance before construction to help you select electrotechnologies that will improve operating efficiency and productivity.

#### **Learn More:**

770-229-6403

[customerserviceE-mail@cityofgriffin.com](mailto:customerserviceE-mail@cityofgriffin.com)

<http://www.cityofgriffin.com/Departments/Electric/ElectricServices/Industrial.aspx>

## Municipal Gas Authority of Georgia

### Municipal Gas Authority of Georgia

#### *Analytical Assistance*

Energy Management Services (EMS) is a process of evaluating a customer's total energy use for the purpose of establishing energy conservation solutions that reduce a customer's annual energy expense. EMS utilizes equipment inventory reports, historical energy bills, walk-through audits, load analysis, and equipment decision-making to provide the optimal use of energy in a facility.

#### **Learn More:**

770-590- 1000

<http://www.gasauthority.com/cms/Commercial+%26+Industrial/39.html>

## Cooperatives

### Central Georgia EMC

#### Commercial, Industrial and Agricultural Services

##### *Analytical Assistance*

Central Georgia EMC offers business services that include energy audits, value engineering, process audits and power quality and surge suppression assistance.

#### **Learn More:**

770-775-7857

[csr@cgemc.com](mailto:csr@cgemc.com)

<http://www.cgemc.com/comind.aspx>

### Hart Membership Cooperative

#### Products and Services

##### *Technical Assistance*

Hart EMC offers business members services such as site planning, onsite energy audits, and power quality services.

#### **Learn More:**

706-376-4714

[memberservice@hartemc.com](mailto:memberservice@hartemc.com)

[http://www.hartemc.com/index.asp?name=Products\\_%26\\_Services&new=true&leftnav=true&lid=24](http://www.hartemc.com/index.asp?name=Products_%26_Services&new=true&leftnav=true&lid=24)

### Sawnee Electric Membership Corporation

#### Commercial Energy Audits

##### *Analytical Assistance*

Cooperative offers free walk through energy audits, and recommendations to help improve your business's efficiency.

#### **Learn More:**

Scott Sewell

770-887-2363, ext.7-133

[scott.sewell@sawnee.com](mailto:scott.sewell@sawnee.com)

<http://www.sawnee.com/commercial-center/audit.htm>



## Commercial Incentives and Grants

### *Financial Assistance*

Members can receive grants for making recommended improvements to their business. The member must have an onsite evaluation performed by a cooperative representative and accompanied by that representative's recommended measures to be eligible for grant money. Maximum grant is \$1,000.

#### **Learn More:**

Scott Sewell

770-887-2363, ext. 7-133

[scott.sewell@sawnee.com](mailto:scott.sewell@sawnee.com)

<http://www.sawnee.com/commercial-center/incentives.htm>

## Local Resources

### *Non-profit Organizations*

## Georgia Manufacturing Extension Partnership

### Manufacturing Extension Partnership

#### *Technical and Educational Assistance*

This organization provides technical assistance and continuing education to Georgia manufacturers. Services they provide include, Lean Process Improvement, Energy Efficiency and Management, and Sustainable Strategy Deployment.

#### **Learn More:**

Ieasha Jones

404-385-6215

[ieasha.jones@innovate.gatech.edu](mailto:ieasha.jones@innovate.gatech.edu)

<http://www.innovate.gatech.edu/Default.aspx?alias=www.innovate.gatech.edu/gamep>

## Georgia Tech Enterprise Innovation Institute

### Energy Management Industry Services

#### *Technical and Analytical Assistance*

Georgia Tech developed a three-step program to help businesses reduce energy costs, including through the ANSI/MSE 2000, a national standard for energy management adopted by the American National Standards Institute (ANSI). Get ANSI/MSE 2000 certified.

#### **Learn More:**

Bill Meffert

404-894-3844

<http://innovate.gatech.edu/Default.aspx?alias=innovate.gatech.edu/energy>

### *Local or Regional Initiatives*

## Southeast Energy Efficiency Alliance (SEEA)

### Regional Energy Efficiency Programs and Incentives

#### *Education, Networking, Technical & Financial Resources*

The Southeast Industrial Energy Efficiency Coalition, a project of SEEA, connects industry to financial and technical resources; fosters cooperation among industrial users, utilities & policy makers; and promotes best practices & training on industrial energy efficiency.

#### **Learn More:**

Industrial Program Information:

<http://www.seealliance.org/programs/industrial.php>

SEEA URL:

<http://www.seealliance.org/>

SEEA Staff Contact info:

<http://www.seealliance.org/about/staff.php>

## *Industrial Assessment and Clean Energy Application Centers*

## Georgia Institute of Technology

### Industrial Assessment Center (IAC)

#### *Analytical Assistance*

The Georgia Institute of Technology IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

#### **Learn More:**

Bill Meffert

404-894-3844

[bill.meffert@innovate.gatech.edu](mailto:bill.meffert@innovate.gatech.edu)

<http://innovate.gatech.edu/?tabid=545>

## Southeast CHP Application Center

### Combined Heat and Power Application Center (CHP)

#### *Technical and Educational Assistance*

Provides application assistance, technology information, and educational support necessary to promote Combined Heat and Power.

#### **Learn More:**

Louay Chamra

662-325-0618

[chamra@me.msstate.edu](mailto:chamra@me.msstate.edu)

<http://www.chpcenterse.org/>

## E. Kentucky

Kentucky's economy is ranked 27<sup>th</sup> in the nation in terms of 2008 gross domestic product (GDP), generating \$156 billion annually.<sup>33</sup> Industrial manufacturing is an important sector of Kentucky's economy, providing the state with 76,257 jobs and supplying \$59,082 million worth of goods. The largest manufacturing sectors in the state are transportation equipment and primary metal manufacturing.<sup>34</sup> Much of Kentucky's industry is energy-intensive, as evidenced by the state's industrial sector ranking 9<sup>th</sup> in the nation in terms of energy expended, accounting for 891.6 trillion Btu in 2007 or 44.1 percent of energy consumed statewide.<sup>35</sup> In addition, the state's industrial natural gas consumption totaled 115.7 trillion Btu, which was 17<sup>th</sup> in the nation that year.<sup>36</sup> Furthermore, the industrial sector accounted for approximately 20.33 million metric tons of carbon dioxide emissions.<sup>37</sup>

Kentucky prides itself on having one of the lowest electricity rates in the country—45<sup>th</sup> among states in terms of dollars/million Btu. However, in 2006 Kentucky's electrical use per industrial customer was 427 percent above the national average (ranking third highest).<sup>38</sup> To combat this discrepancy, Kentucky has increased efforts to enhance energy efficiency across the state. For example, in 2008 Kentucky established a comprehensive energy plan that mandated a 16 percent reduction in overall energy consumption by the year 2025.<sup>39</sup> Industrial manufacturers will play a major role in whether or not that goal is met, considering the industrial sector accounted for 44 percent of the overall energy use in the state.<sup>40</sup> Industrial manufacturers in Kentucky are increasingly being offered the opportunity to improve their energy efficiency and decrease their overall carbon emissions. Many resources are available throughout the state that plant managers can consult for energy-efficiency information, or for assistance in financing energy-efficiency improvements at their facilities, which will ultimately help the state reach its 16 percent reduction goal.

## Government

### State Programs

#### Kentucky Cabinet for Economic Development Department of Financial Incentives

##### Kentucky Environmental Stewardship Act

###### *Financial Assistance*

This tax incentive is for companies manufacturing products that have a substantial positive impact on human health and the environment. These companies are eligible to receive a full tax credit against the Kentucky tax liability generated by the project. The tax incentive is available for recovery over a 10-year period.

###### **Learn More:**

Chuck Willis

(502) 564-4554 x 3332

[Chuck.Willis@ky.gov](mailto:Chuck.Willis@ky.gov)

[http://www.thinkkentucky.com/kyedc/pdfs/KESA\\_FACT\\_SHEET\\_2005\\_v11.pdf](http://www.thinkkentucky.com/kyedc/pdfs/KESA_FACT_SHEET_2005_v11.pdf)

#### Kentucky Reinvestment Act (KRA)

###### *Financial Assistance*

Provides tax credits to Kentucky who will be investing in eligible equipment and related costs of at least \$2,500,000.

###### **Learn More:**

Chuck Willis

(502) 564-4554 x 3332

[Chuck.Willis@ky.gov](mailto:Chuck.Willis@ky.gov)

<http://www.thinkkentucky.com/kyedc/pdfs/KRAFactSheet.pdf>

#### Tax Credit for Renewable Energy Facilities

###### *Financial Assistance*

The tax credit allows approved facilities to receive a credit up to 100

percent of Kentucky income tax and the limited liability tax for projects that construct, retrofit or upgrade facilities that generate power from renewable resources.

###### **Learn More:**

Don Goodin

502-564-4554 Ext.3413

[Don.Goodin@ky.gov](mailto:Don.Goodin@ky.gov)

<http://www.thinkkentucky.com/kyedc/pdfs/IEIA.pdf>

#### Kentucky Department of Revenue

##### Renewable Energy Tax Credit (Corporate)

###### *Financial Assistance*

Kentucky corporate taxpayers may take a 30 percent state income tax credit for certain solar, wind and geothermal installations equipment installed on commercial property.

###### **Learn More:**

502-564-4581

<http://www.lrc.ky.gov/KRS/141-00/CHAPTER.HTM>

## Utilities

### Power Administration

#### Tennessee Valley Authority (TVA)

##### Industrial Resources

###### *Technical and Analytical Assistance*

TVA provides support, technology, expertise, and financial resources to existing businesses and industries in the Valley to help them grow and be more efficient and profitable. These resources include technical assistance, low-interest loans, and other tools needed by businesses for successful operation.

###### **Learn More:**

615-232-6225

<http://www.tvaed.com/existing.htm>

### Investor-owned

#### Atmos Energy

##### Energy Matters

###### *Analytical Assistance*

The utility offers no-cost energy management tools and resources.

###### **Learn More:**

877-460-7067

<http://www.atmosenergy.com/business/energymatters.html>

#### Columbia Gas of Kentucky

##### Energy Solution

###### *Technical Assistance*

Columbia Gas offers customized energy solutions for its customers.

###### **Learn More:**

Larry A. Lewis

[laLewis@nisource.com](mailto:laLewis@nisource.com)

<http://www.columbiagasky.com/en/your-business/economic-development.aspx>

#### Duke Energy

##### Energy Assessments

###### *Analytical Assistance*

Duke Energy conducts energy assessments and provided recommendations to improve energy efficiency.

###### **Learn More:**

800-774-1202

[BSCTeam@duke-energy.com](mailto:BSCTeam@duke-energy.com)

<http://www.duke-energy.com/ken-tucky-large-business/energy-efficiency/energy-assessments.asp>

##### Energy Profiler Online

###### *Analytical Assistance*

Energy Profiler Online (helps customers effectively track and manage their electric usage.

###### **Learn More:**

800-774-1202

[BSCTeam@duke-energy.com](mailto:BSCTeam@duke-energy.com)

<http://www.duke-energy.com/ken-tucky-large-business/energy-efficiency/energy-profiler-online.asp>

##### Online Business Energy Analysis

###### *Analytical Assistance*

This analysis tool provides facility managers ways to improve their energy use and manage their costs with benchmarking and savings recommendations.

###### **Learn More:**

800-774-1202

[BSCTeam@duke-energy.com](mailto:BSCTeam@duke-energy.com)

<http://www.duke-energy.com/ken-tucky-business/energy-management/toolkit-online-business-energy-analysis.asp>

#### PowerShare

###### *Technical Assistance*

Duke Energy will analyze energy consumption and develop a customized plan that identifies potential curtailable loads of participating customers.

###### **Learn More:**

800-774-1202

[BSCTeam@duke-energy.com](mailto:BSCTeam@duke-energy.com)

<http://www.duke-energy.com/ken-tucky-large-business/energy-efficiency/incentives-assessments.asp>

##### Smart Saver Incentives Program

###### *Financial Services*

Rebates of up to \$50,000 per year are available to industrial customers who install energy efficient equipment.

###### **Learn More:**

800-774-1202

[BSCTeam@duke-energy.com](mailto:BSCTeam@duke-energy.com)

<http://www.duke-energy.com/ken-tucky-large-business/energy-efficiency/smart-saver.asp>

#### Kenergy

##### Energy Audit Program

###### *Analytical Assistance*

Kenergy will conduct a walkthrough of a facility to identify ways to make the facility more energy-efficient.

###### **Learn More:**

270- 826-3991

[ciservices@kenegycorp.com](mailto:ciservices@kenegycorp.com)

<http://www.kenegycorp.com/compass/serve.aspx>

## Kentucky Utilities

### Commercial Energy Audit

#### *Analytical Assistance*

The utility will conduct a walkthrough of a commercial facility to identify ways to make the facility more energy-efficient.

#### **Learn More:**

800-356-5467

<http://www.eon-us.com/commaudit/default.asp>

### Commercial Rebate Program

#### *Financial Assistance*

This program offers customers a cash incentive to replace aging, less efficient equipment such as lighting, motors/pumps and/or refrigeration.

#### **Learn More:**

800-356-5467

<http://www.eon-us.com/rebate/default.asp>

## Louisville Gas & Electric (LG&E)

### Commercial Energy Audit

#### *Analytical Assistance*

Louisville Gas and Electric will conduct a walkthrough of a commercial facility to identify ways to make the facility more energy-efficient.

#### **Learn More:**

800-356-5467

<http://www.eon-us.com/commaudit/default.asp>

### Commercial Rebate Program

#### *Financial Assistance*

This program offers customers a cash incentive to replace aging, less efficient equipment such as lighting, motors/pumps and/or refrigeration.

#### **Learn More:**

800-356-5467

<http://www.eon-us.com/rebate/default.asp>

## Public Power

### Paducah Power System

#### Commercial Energy Audit

##### *Analytical Assistance*

Paducah Power System will conduct a walkthrough of an industrial facility to identify ways to make the facility more energy-efficient.

#### **Learn More:**

Andrea Underwood

270-575-4000

[aunderwood@paducahpower.com](mailto:aunderwood@paducahpower.com)

<http://www.paducahpower.com/commercialaudit.htm>

## Cooperatives

### Blue Grass Energy

#### Industrial/Commercial Services

##### *Technical Assistance*

Blue Grass Energy provides a wide range of energy services to its industrial customers such as energy management systems, infrared maintenance surveys and commercial and industrial exterior lighting assistance.

#### **Learn More:**

Harold Cornett

888-546-4243

[haroldc@bgenergy.com](mailto:haroldc@bgenergy.com)

<http://www.bgenergy.com/IndustrialCommercialServices.aspx>

## Clark Energy Cooperative

### Commercial Energy Audits

#### *Analytical Assistance*

This utility offers free commercial energy audits to help businesses reduce their energy costs.

#### **Learn More:**

859-744-4251 or 800-992-3269

[http://www.clarkenergy.com/energy-audit\\_commercial.aspx](http://www.clarkenergy.com/energy-audit_commercial.aspx)

## Grayson Rural Electric Cooperative

### Energy Analysis

#### *Analytical Assistance*

The cooperative offers free energy assessments and recommendations to eliminate trouble spots to reduce energy consumption.

#### **Learn More:**

Tina Preece

606-475-2185

[tina.preece@graysonrecc.com](mailto:tina.preece@graysonrecc.com)

<http://www.graysonrecc.com/energyAnalysis.aspx>

## Meade County RECC

### Commercial & Industrial Services

#### *Technical Assistance*

Meade County RECC provides services to aid existing and potential industrial consumers in improving energy efficiency, rates, proper sizing of facilities, and surge protection.

#### **Learn More:**

<http://www.mcrecc.com/services.aspx>

## Owen Electric Cooperative

### Commercial & Industrial Services

#### *Technical Assistance*

Owen Electric provides power quality assessments, energy management systems assistance and infrared maintenance surveys.

#### **Learn More:**

Brian Linder

502-563-3542

[blinder@owenelectric.com](mailto:blinder@owenelectric.com)

<http://www.owenelectric.com/C&IServices.htm>

## Pennyrile Rural Electric Cooperative

### Commercial Loan Program

#### *Financial Assistance*

Pennyrile Rural Electric Cooperative offers its non-residential customers financing for energy efficiency improvements. Customers may borrow up to \$25,000 to increase the efficiency of their facilities. The interest rate of the loan is fixed over the life of the loan, which can be up to five years.

#### **Learn More:**

[http://www.precc.com/precc/comm\\_loan\\_program.htm](http://www.precc.com/precc/comm_loan_program.htm)

### Comprehensive Services Program

#### *Analytical Assistance*

Pennyrile Rural Electric Cooperative will conduct a walkthrough of an industrial facility to identify ways to make the facility more energy-efficient.

#### **Learn More:**

[http://www.precc.com/precc/comm\\_egcp.htm](http://www.precc.com/precc/comm_egcp.htm)

## Warren Rural Electric Cooperative Corporation

### Energy Management Audits

#### *Analytical Assistance*

Warren Rural Electric Cooperative Corporation offers industrial and commercial customers energy audits of their facilities. An energy specialist will examine existing systems and identify ways to make them more energy-efficient.

#### **Learn More:**

<http://www.wrecc.com/commind.aspx>

## Local Resources

### *Non-profit Organizations*

### Kentucky Manufacturing Assurance Center

#### Kentucky Manufacturing Assurance Center

#### *Technical and Educational Assistance*

This organization's services include lean manufacturing, environmental management, and benchmarking.

#### **Learn More:**

Lynn A. Witten

859-252-7801

[witten@kmac.org](mailto:witten@kmac.org)

<http://www.kmac.org>

### Kentucky Pollution Prevention Center (KPPC)

#### Sustainability Program

#### *Technical and Educational Assistance*

KPPC provides no-cost energy audits and training to industrial operations within the state.

#### **Learn More:**

502-852-0965

<https://louisville.edu/kppc/>

## Mountain Association for Community Economic Development (MACED)

### Energy Loans

#### *Financial Assistance*

MACED offer up to \$10,000 for an energy micro-loan for lighting and appliance upgrades.

#### **Learn More:**

Danny Isaacs

859-986-2373

[disaacs@maced.org](mailto:disaacs@maced.org)

<http://www.maced.org/E3/E3-loans.htm>

### *Local or Regional Initiatives*

### Southeast Energy Efficiency Alliance (SEEA)

#### Regional Energy Efficiency Programs and Incentives

#### *Education, Networking, Technical & Financial Resources*

The Southeast Industrial Energy Efficiency Coalition, a project of SEEA, connects industry to financial and technical resources; fosters cooperation among industrial users, utilities & policy makers; and promotes best practices & training on industrial energy efficiency.

#### **Learn More:**

Industrial Program Information:

<http://www.seealliance.org/programs/industrial.php>

#### SEEA URL:

<http://www.seealliance.org/>

#### SEEA Staff Contact info:

<http://www.seealliance.org/about/staff.php>



## Industrial Assessment and Clean Energy Application Centers

### Southeast CHP Application Center

#### Combined Heat and Power Application Center (CHP)

##### *Technical and Educational Assistance*

Provides application assistance, technology information, and educational support necessary to promote combined heat and power applications.

##### **Learn More:**

Louay Chamra

662-325-0618

[chamra@me.msstate.edu](mailto:chamra@me.msstate.edu)

<http://www.chpcenterse.org/>

### University of Dayton

#### Industrial Assessment Center (IAC)

##### *Analytical Assistance*

University of Dayton IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

##### **Learn More:**

Dr. Kelly Kissock

937-229-2852

[kkissock@udayton.edu](mailto:kkissock@udayton.edu)

<http://www.engr.udayton.edu/udiac/>

### West Virginia University

#### Industrial Assessment Center (IAC)

##### *Analytical Assistance*

West Virginia University IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

##### **Learn More:**

Dr. B. Gopalakrishnan

303-293-4607, ext. 3709

[bgopalak@mail.wvu.edu](mailto:bgopalak@mail.wvu.edu)

<http://www2.cemr.wvu.edu/~wwwiac/>

## F. Louisiana

Industrial manufacturing is a vital component of Louisiana's economy as it accounts for 23.0 percent of the state's Gross Domestic Product<sup>41</sup> and 138,716 jobs.<sup>42</sup> The largest manufacturers based on value of shipments are in the petroleum and coal products manufacturing, chemical manufacturing, and transportation equipment manufacturing sectors. Louisiana is also the second largest industrial energy consuming state, with local industry using 2,403.8 trillion Btu in 2007 earning a ranking of 2<sup>nd</sup> in the nation (or 63.9 percent of all energy consumed in the state that year).<sup>43</sup> In addition, the state's industrial natural gas consumption tallied 1,073.4 trillion Btu, which was the 2<sup>nd</sup> most in the nation in 2007.<sup>44</sup> It also contributes to the release of 84.7million metric tons of carbon dioxide annually.<sup>45</sup>

Louisiana has a great opportunity to improve its energy efficiency and decrease its carbon emissions. There are multiple resources available throughout the state that plant managers can consult for energy efficiency/renewable energy information or assistance in financing energy efficiency improvements/renewable energy projects in a facility.

## Government

### State Programs

#### State of Louisiana Department of Revenue

##### Biodiesel Equipment and Fuel Tax Exemption

##### *Financial Assistance*

From July 2006 to June 2012,

property and equipment used to manufacture, produce, or extract unblended biodiesel, as well as unblended biodiesel used as fuel, are exempt from state sales and use taxes.

##### **Learn More:**

225-219-0067

[http://dnr.louisiana.gov/sec/execdiv/techasmt/financial\\_incentives/incen-tives\\_list/state\\_incentives\\_2009.pdf](http://dnr.louisiana.gov/sec/execdiv/techasmt/financial_incentives/incen-tives_list/state_incentives_2009.pdf)

#### Wind and Solar Tax Credit

##### *Financial Assistance*

Tax credits are available for the installation and generation of photovoltaic or wind energy systems.

##### **Learn More:**

225-219-0067

<http://www.revenue.louisiana.gov/forms/lawspolicies/RIB07025.pdf>

## Local Government Programs

### Louisiana Economic Development

#### The Industrial Tax Exemption

##### *Financial Assistance*

The Industrial Tax Exemption Program provides 100.0 percent property tax abatement for up to 10 years on a manufacturer's new investment and annual capitalized additions. This exemption includes improvements to land, buildings, machinery, and equipment used for manufacturing.

##### **Learn More:**

Lori Weber  
225-342-6442

[weber@la.gov](mailto:weber@la.gov)

<http://www.louisianaeconomicdevelopment.com/opportunities/incentives-programs/industrial-tax-exemption.aspx>

#### Research and Development Tax Credit

##### *Financial Assistance*

The program provides a tax credit of 40.0 percent for Louisiana businesses that employ up to 50 Louisiana residents and a tax credit up to 20.0 percent for increasing research activities for Louisiana businesses that employ more than 50 Louisiana residents.

##### **Learn More:**

Susan Bigner  
225-342-5651

[bigner@la.gov](mailto:bigner@la.gov)

<http://www.louisianaeconomicdevelopment.com/opportunities/incentives-programs/research-and-development-tax-credit.aspx>

## Utilities

### Investor-owned

#### Atmos Energy

##### Energy Matters

##### *Analytical Assistance*

The utility offers no-cost energy management tools and resources.

##### **Learn More:**

877-460-7067

<http://www.atmosenergy.com/business/energymatters.html>

#### Central Louisiana Electric Company

##### Business Energy Profile

##### *Analytical Assistance*

Central Louisiana Electric Company (Cleco) offers a set of interactive tools businesses can use to analyze their energy use and costs. The Cleco Business Energy Profile provides reliable information about the annual energy use and costs of each energy system.

##### **Learn More:**

800-622-6537

<http://energydepot.com/ClecoCom41/>

#### Commercial Lighting Installation

##### *Technical Assistance*

Cleco-trained personnel can evaluate business lighting needs and suggest the most efficient lighting scheme, using the latest fixtures designed to produce more light for less money.

##### **Learn More:**

800-622-6537

<http://www.cleco.com/site.php?pageID=239>

#### DataLink

##### *Analytical Assistance*

Entergy's "DataLink" provides the products and services needed to gain a thorough understanding of energy data and the ability to use that information to develop and implement complete energy management strategies.

##### **Learn More:**

877-336-2631

[http://entergy-louisiana.com/your\\_business/customized\\_programs.aspx](http://entergy-louisiana.com/your_business/customized_programs.aspx)

## Cooperatives

### Pointee Coupee Electric Membership Corporation

#### Free Energy Audit

##### *Analytical Assistance*

A representative from the cooperative will analyze a member's facility to determine how to make it more energy efficient.

##### **Learn More:**

225-638-3751 or 800-738-7232

[jbishop@pcemc.org](mailto:jbishop@pcemc.org)

[http://www.pcemc.org/member\\_services.html](http://www.pcemc.org/member_services.html)

#### Business Development

##### *Technical Assistance*

This program is designed to foster new or expanded business opportunities in south Louisiana through tax incentive programs, special start-up, and training programs.

##### **Learn More:**

Rickie Pitre  
985-876-6880

<http://www.sleca.com/BusDevelopment/Louisiana%20Department%20of%20Economic%20Development.ASP>

## Local Resources

### Non-profit Organizations

#### Dixie Business Center

##### Revolving Loan Fund

###### *Financial Assistance*

This loan program will cover up to 75.0 percent of a non-residential project up to \$150,000. Energy efficiency improvements are eligible.

###### **Learn More:**

Norma Stewart  
225-665-0809

[info@dixiebusinesscenter.org](mailto:info@dixiebusinesscenter.org)  
<http://www.dixiebusinesscenter.org/financing.htm>

#### Manufacturing Extension Partnership of Louisiana

##### Manufacturing Extension Partnership

###### *Technical and Educational Assistance*

This program provides Louisiana's manufacturers with a wide variety of services including lean solutions, technical solutions, and green initiatives.

###### **Learn More:**

Corinne Dupuy  
337-482-6714  
337-262-5472 (fax)  
[corinne.dupuy@mepol.org](mailto:corinne.dupuy@mepol.org)  
<http://www.mepol.org>

### Local or Regional Initiatives

#### Center for Lean Excellence

##### Services

###### *Technical and Educational Assistance*

This center provides services to manufacturers such as classes on lean manufacturing, 5S System training, and lean enterprise assessment and value stream mapping.

###### **Learn More:**

800-433-7019  
[dave.thomas@centerforleanexcellence.org](mailto:dave.thomas@centerforleanexcellence.org)  
[http://centerforleanexcellence.org/?page\\_id=31](http://centerforleanexcellence.org/?page_id=31)

#### Southeast Energy Efficiency Alliance (SEEA)

##### Regional Energy Efficiency Programs and Incentives

###### *Education, Networking, Technical & Financial Resources*

The Southeast Industrial Energy Efficiency Coalition, a project of SEEA, connects industry to financial and technical resources; fosters cooperation among industrial users, utilities & policy makers; and promotes best practices & training on industrial energy efficiency.

###### **Learn More:**

Industrial Program Information:  
<http://www.seealliance.org/programs/industrial.php>

###### SEEA URL:

<http://www.seealliance.org/>

###### SEEA Staff Contact info:

<http://www.seealliance.org/about/staff.php>

### Industrial Assessment and Clean Energy Application Centers

#### Gulf Coast CHP Application Center

##### Combined Heat and Power Application Center (CHP)

###### *Technical and Educational Assistance*

Gulf Coast CHP Application Center provides industrial manufacturers pursuing combined heat and power applications in Louisiana with technical assistance and other support such as providing information on case studies, project development and lists of local resources.

###### **Learn More:**

Daniel Bullock  
281-364-6087  
[dbullock@harc.edu](mailto:dbullock@harc.edu)  
<http://www.gulfcoastchp.org/>

#### University of Louisiana at Lafayette

##### Industrial Assessment Center (IAC)

###### *Analytical Assistance*

University of Louisiana at Lafayette IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

###### **Learn More:**

Dr. Theodore Kozman  
337-482-5717  
[tak1485@louisiana.edu](mailto:tak1485@louisiana.edu)  
<http://itec.louisiana.edu/iac/>

## G. Mississippi

Mississippi's economy is ranked 36<sup>th</sup> in the nation in terms of 2008 gross domestic product (GDP), generating \$91.7 billion annually.<sup>46</sup> Industrial manufacturing is an important sector of Mississippi's economy, providing the state with 49,451 jobs and supplying \$24,994 million worth of goods. The largest manufacturing sectors in the state are petroleum and transportation equipment manufacturing.<sup>47</sup> In 2007, Mississippi's industrial sector ranked 24<sup>th</sup> in the nation in terms of energy expended, accounting for 454.1 trillion Btu, or 36.6 percent of the state's total consumption.<sup>48</sup> The state's industrial natural gas consumption totaled 114.1 trillion Btu, which was 18<sup>th</sup> in the nation.<sup>49</sup> Furthermore, the industrial sector accounted for approximately 9.77 million metric tons of carbon dioxide emissions, or 40.0 percent of all carbon emissions in the state.<sup>50</sup>

Although Mississippi has substantial energy resources from oil and gas, electricity has to be imported from neighboring states in order to satisfy consumer demand. Additionally, Mississippi's economy is vulnerable to hurricanes.<sup>51</sup> To reduce its vulnerability and reliance on other states, Mississippi has worked to promote energy efficiency and renewable energy. The state government was particularly proactive in 1992, creating policies and legislation related to energy. For instance, the *Mississippi Energy Plan Amendment* was enacted to encourage the creation of a state energy plan.<sup>52</sup> Additionally, the Mississippi government passed the *Energy Development Fund*, creating low-interest loans for renewable-energy and energy-efficiency projects. Additional resources that are available throughout the state are listed below.

### Government

#### State Programs

#### Mississippi Development Authority Energy Division

##### Energy Investment Loan Program

###### *Financial Assistance*

The Energy Investment Loan Program provides loans to businesses that are increasing energy efficiency in their buildings, equipment and processes. Maximum amount per business is \$300,000.

###### **Learn More:**

601-359-3552

[financial@mississippi.org](mailto:financial@mississippi.org)

<http://www.mississippi.org/index.php?id=340>

##### Energy Services

###### *Technical Assistance*

The Energy Division offers projects and services that accelerate the deployment of energy efficiency projects and renewable energy generation.

###### **Learn More:**

800-222-8311 or 601-359-6600

<http://www.mississippi.org/index.php?id=7>

##### Existing Industry Productivity Loan Program

###### *Financial Assistance*

Existing manufacturing industries that have been operating in the state for at least two years may apply for the Existing Industry Productivity Loan. The loan may only be used for job retention and to improve productivity and competitiveness. Maximum amount per business is \$500,000.

###### **Learn More:**

601-359-3552

[financial@mississippi.org](mailto:financial@mississippi.org)

<http://www.mississippi.org/index.php?id=294>

##### Industrial Technology Program (IOF)

###### *Technical Assistance*

IOF works to improve the industrial sector's energy efficiency through best practices, energy assessments, and collaborative research and development.

###### **Learn More:**

Betty J. Stewart Norman

800-222-8311 or 601-359-6600

[energydiv@mississippi.org](mailto:energydiv@mississippi.org)

<http://www.mississippi.org/index.php?id=20>

#### Mississippi State Tax Commission

##### Alternative Energy Suppliers Jobs Tax Credit

###### *Financial Assistance*

This tax credit is for a business that produces alternative energy. At least 0.5 percent of the alternative energy project must be derived from resources or products from the state.

###### **Learn More:**

601-923-7044

<http://www.mstc.state.ms.us/revenue/incentive/2008IncentiveBook.pdf>

## Manufacturing Investment Tax Credits

### *Financial Assistance*

Existing manufacturers that have operated in Mississippi for two or more years may be eligible for investment tax credits that can be applied to the entity's state income tax liability. To qualify, an existing manufacturer must invest at least \$1M or more in buildings and/or equipment used in the manufacturing operation. The investment credit is calculated as 5.0 percent of the eligible investment for a project.

#### **Learn More:**

601-923-7044

<http://www.mstc.state.ms.us/revenue/incentive/2008IncentiveBook.pdf>

## Sales / Use Tax Exemption for Construction or Expansion

### *Financial Assistance*

A sales and use tax exemption is available for the construction of a new facility or the expansion of an existing facility for manufacturers or data/ information enterprises. The amount of the exemption, 50 percent or 100 percent, depends on where the facility is located.

#### **Learn More:**

601-923-7044

<http://www.mstc.state.ms.us/revenue/incentive/2008IncentiveBook.pdf>

## Local Programs

### City of Jackson

#### Storefront Improvement Grant Program

##### *Financial Assistance*

The City of Jackson is offering grants of up to \$20,000 for making buildings more energy efficient.

#### **Learn More:**

601-960-1055

<http://www.jacksonms.gov/government/planning/storefrontfacade/grants>

## Utilities

## Power Administrations

### Tennessee Valley Authority (TVA)

#### Industry Resources

##### *Technical Assistance*

TVA provides support, technology, expertise, and financial resources to existing businesses and industries in the Valley to help them grow and be more efficient and profitable. These resources include technical assistance, low-interest loans, and other tools needed by businesses for successful operation.

#### **Learn More:**

615-232-6225

<http://www.tvaed.com/existing.htm>

## Investor-owned

### Atmos Energy

#### Energy Matters

##### *Analytical Assistance*

The utility offers no-cost energy management tools and resources.

#### **Learn More:**

877-460-7067

<http://www.atmosenergy.com/business/energymatters.html>

### Entergy Mississippi

#### DataLink

##### *Analytical Assistance*

Entergy Mississippi's "DataLink" provides the products and services needed to gain a thorough understanding of energy data and the ability to use that information to develop and implement complete energy management strategies.

#### **Learn More:**

877-336-2631

[eer@entergy.com](mailto:eer@entergy.com)

[http://www.entergy-mississippi.com/your\\_business/customized\\_programs.aspx](http://www.entergy-mississippi.com/your_business/customized_programs.aspx)

### Mississippi Power

#### EnergyDirect

##### *Analytical Assistance*

EnergyDirect is an online tool that enables business customers to access their accounts for usage info. The tool provides graphing and analysis of customer's energy use, and alerts and metrics tailored to the customer's business. The tool also provides custom account portfolios and has a benchmarking ability.

#### **Learn More:**

800-532-1502

<https://www.energydirect.com/NonSecure/EnergyDirectHome.aspx?ReturnUrl=%2fdefault.aspx>



## Public Power

### Tupelo Water and Light

#### Comprehensive Services

##### *Analytical Assistance*

The utility offers several incentives to help commercial and industrial customers become energy efficient. Incentives include technical analysis, energy audits, and lighting audits.

##### **Learn More:**

662-841-6460

<http://www.ci.tupelo.ms.us/water-light/CSP.htm>

## Cooperatives

### Coast Electric Power Association

#### Gas to Electric Changeout

##### *Financial Assistance*

If a business replaces existing gas equipment with electric equipment, it is eligible for a rebate of \$20/kW.

##### **Learn More:**

Janell Nolan

228-363-7259

<http://www.coastepa.com/cookingequip.aspx>

### East Mississippi Electric Power Association

#### Energy Audit

##### *Analytical Assistance*

A representative from the cooperative will analyze a member's facility to determine how to make it more energy efficient.

##### **Learn More:**

<http://www.emepa.com/energyAudit.aspx>

### North East Mississippi Power Association

#### Water Heater Rebate

##### *Financial Assistance*

Customers are eligible to receive a \$50 rebate if they purchase an energy-efficient electric water heater.

##### **Learn More:**

662-234-6331 or 877-234-6331

[http://www.northeastpower.org/special\\_offer.php](http://www.northeastpower.org/special_offer.php)

## Local Resources

### Non-profit Organizations

### Mississippi Enterprise for Technology

#### Services

##### *Technical and Educational Assistance*

Mississippi Enterprise for provides technical and educational services to Mississippi businesses such as technology forecasts and sources of financing.

##### **Learn More:**

Belinda N. Gill

228-688-3144 or 800-746-4699

[Belinda.N.Gill@nasa.gov](mailto:Belinda.N.Gill@nasa.gov)

<http://www.mset.org/service.php>

### Mississippi Manufacturers Association (MMA)

#### Membership Benefits

##### *Technical Assistance*

MMA provides its members with multiple services that include unlimited consultation services and seminars/training.

##### **Learn More:**

Shannon Hood

601-948-1222

[Belinda.N.Gill@nasa.gov](mailto:Belinda.N.Gill@nasa.gov)

[http://www.mma-web.org/PageContent.aspx?url=/Page/membership\\_benefits&](http://www.mma-web.org/PageContent.aspx?url=/Page/membership_benefits&)

### Mississippi Technology Alliance

#### Manufacturing Extension Partnership

##### *Technical Assistance*

Mississippi Technology Alliance provides services such as assessments, lean enterprise solutions, and supply chain management.

##### **Learn More:**

Dr. John J. Tice IV

601-960-3616

[jtice@technologyalliance.ms](mailto:jtice@technologyalliance.ms)

<http://www.mep.ms>

### Mississippi State University

#### Industrial Outreach Service

##### *Technical Assistance*

The Industrial Outreach Service offers industry in Mississippi services such as lean manufacturing, quality services, and manufacturing and operational improvement.

##### **Learn More:**

Joe Jordan

662-325-0513

[jjordan@ios.msstate.edu](mailto:jjordan@ios.msstate.edu)

<http://ios.msstate.edu/>

## North Mississippi Industrial Development Association (NMIDA)

### Our Services

#### *Technical and Educational Assistance*

NMIDA provides extensive information and assistance directly to industry leaders including plant location and expansion assistance and information on financial incentives and training opportunity.

#### **Learn More:**

Dixie Shirley

662-494-4633

[dshirley@nmida.com](mailto:dshirley@nmida.com)

<http://www.nmida.com/services.html>

## Local or Regional Initiatives

## Southeast Energy Efficiency Alliance (SEEA)

### Regional Energy Efficiency Programs and Incentives

#### *Education, Networking, Technical & Financial Resources*

The Southeast Industrial Energy Efficiency Coalition, a project of SEEA, connects industry to financial and technical resources; fosters cooperation among industrial users, utilities & policy makers; and promotes best practices & training on industrial energy efficiency.

#### **Learn More:**

Industrial Program Information:

<http://www.seealliance.org/programs/industrial.php>

SEEA URL:

<http://www.seealliance.org/>

SEEA Staff Contact info:

<http://www.seealliance.org/about/staff.php>

## Industrial Assessment and Clean Energy Application Centers

## Mississippi State University

### Industrial Assessment Center (IAC)

#### *Analytical Assistance*

Mississippi State University

IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

#### **Learn More:**

Dr. B.K. Hodge

662-325-7315

[hodge@me.msstate.edu](mailto:hodge@me.msstate.edu)

<http://www.me.msstate.edu/IAC/iac.html>

## Southeast CHP Application Center

### Combined Heat and Power Application Center (CHP)

#### *Technical and Educational Assistance*

Provides application assistance, technology information, and educational support necessary to promote Combined Heat and Power.

#### **Learn More:**

Louay Chamra

662-325-0618

[chamra@me.msstate.edu](mailto:chamra@me.msstate.edu)

<http://www.chpcenterse.org/>

## H. North Carolina

North Carolina's economy is ranked 9<sup>th</sup> in the nation in terms of 2008 GDP, generating \$400.2 billion annually.<sup>54</sup> Industrial manufacturing is a vital sector of North Carolina's economy providing the state with 80,938 jobs and supplying \$84,989.9 million worth of goods. The largest manufacturing sectors in the state are chemical and food manufacturing based on total value of shipments.<sup>55</sup> In 2007, North Carolina's industrial sector ranked 13<sup>th</sup> in the nation in terms of energy expended accounting for 643.7 trillion Btu or 23.8 percent of statewide energy consumption.<sup>56</sup> The state's industrial natural gas consumption tallied 91.7 trillion Btu which was the 22<sup>nd</sup> most in the nation for that year.<sup>57</sup> Moreover, the industrial sector accounted for approximately 15.9 million metric tons of carbon dioxide emissions.<sup>58</sup>

In 2007, the state government created a *Climate Action Plan*, where state leaders called for strengthening investment in energy efficiency. Of note, they focused on encouraging the expansion of the state's energy efficiency funds and utility's energy efficiency programs for industry.<sup>59</sup> In an effort to promote investment in energy efficiency and renewable energy, North Carolina has created legislation and energy programs. For instance, the North Carolina Utility Commission created a renewable energy and energy efficiency portfolio standard which requires electric power suppliers in the state to increase renewable energy power generation 3.0 percent and obtain energy efficiency savings of 3.0 percent of prior-year electricity sales in 2012, 6 percent in 2015, 10 percent in 2018, and 12.5 percent in 2021.<sup>60</sup> Additionally, the state government passed the General Statutes 143 345.18 in order to establish a revolving fund to encourage businesses to invest in energy-efficient capital improvements.<sup>61</sup> Furthermore, North Carolina passed legislation such as Senate Bill 1597 that authorized county governments and municipalities to provide incentives for reducing energy consumption in new constructions.<sup>62</sup> Some cities, such as Charlotte, are working to develop energy strategies to address Senate Bill 1597 and determine how to lower energy consumption in existing buildings as well. In addition, there are numerous other resources available throughout the state that plant managers can consult for energy efficiency information or assistance in financing energy efficiency improvements at their facility.

## Government

### State Programs

#### North Carolina's State Energy Office (NCSEC)

##### Energy Improvement Loan Program

###### *Financial Assistance*

Loans with a 1.0 percent interest rate are available for renewable energy and energy recycling projects, including include solar, wind, small hydropower (less than 20 megawatts), and biomass. Energy efficiency projects may qualify for a 3.0 percent loan. Projects include improvements to HVAC systems, energy management controls lighting, and building envelope improvements.

##### **Learn More:**

Enass Wahby  
919-733-1919

[enass.wahby@doa.nc.gov](mailto:enass.wahby@doa.nc.gov)  
<http://www.energync.net/funding/eilp.html>

##### Energy Management Program

###### *Educational and Analytical Assistance*

This program provides workshops and industrial energy assessments that identify opportunities for optimizing energy use in an industrial facility.

##### **Learn More:**

800-662-7131  
<http://www.energync.net/programs/industry.html>

##### Industries of the Future

###### *Technical Assistance*

This program focuses on research and deployment of energy-efficient technologies in energy-intensive industries such as mining, agriculture, glass, wood products, chemicals and metals.

##### **Learn More:**

800-662-7131  
<http://www.energync.net/programs/industry.html>

##### Steam Trap Survey Rebate Program

###### *Analytical Assistance*

The Steam Trap Survey Rebate Program provides steam trap assessments. Participants will receive funding for each steam trap surveyed.

##### **Learn More:**

800-662-7131  
<http://www.energync.net/programs/industry.html>

## North Carolina Department of Commerce

### Industrial Revenue Bonds

#### *Financial Assistance*

Tax-exempt financing is available for new or expanded manufacturing facilities.

#### **Learn More:**

Mary Mae Johnson

919-733-0886

[mmjohnson@nccommerce.com](mailto:mmjohnson@nccommerce.com)

<http://www.nccommerce.com/en/BusinessServices/SupportYourBusiness/FinancingBusinessGrowth/IndustrialRevenueBondsProgram/>

### Renewable Energy Corporate Tax Credit

#### *Financial Assistance*

This statute provides a 35.0 percent tax credit for the purchase, installation, and generation of renewable energy systems. For industry, the maximum credit is \$2,500,000.00.

#### **Learn More:**

Brian Lips

919-515-3954

[brian\\_lips@ncsu.edu](mailto:brian_lips@ncsu.edu)

<http://www.nccommerce.com/en/BusinessServices/LocateYourBusiness/WhyNC/Incentives/RenewableEnergy-TaxCredits/>

## Utilities

### *Power Administration*

### Tennessee Valley Authority (TVA)

#### Industrial Resources

#### *Technical and Analytical Assistance*

TVA provides support, technology, expertise, and financial resources to existing businesses and industries

in the Valley to help them grow and be more efficient and profitable.

These resources include technical assistance, low-interest loans, and other tools needed by businesses for successful operation.

#### **Learn More:**

615-232-6225

<http://www.tvaed.com/existing.htm>

## *Investor-owned*

### Duke Energy

#### Energy Assessments

#### *Analytical Assistance*

Duke Energy offers energy assessments to lower energy costs by improving a facility's energy efficiency.

#### **Learn More:**

800-777-0046

[BusinessServiceCenter@duke-energy.com](mailto:BusinessServiceCenter@duke-energy.com)

<http://www.duke-energy.com/north-carolina-large-business/energy-efficiency/nclb-energy-assessments.asp>

### Online Business Energy Analysis

#### *Analytical Assistance*

These online analysis tools help facility managers manage and improve their energy use with benchmarking and savings recommendations.

#### **Learn More:**

800-777-0046

[BusinessServiceCenter@duke-energy.com](mailto:BusinessServiceCenter@duke-energy.com)

<http://www.duke-energy.com/north-carolina-business/energy-management/online-business-energy-analysis.asp>

### PowerShare

#### *Technical Assistance*

This program helps customers understand their energy consumption and develops a plan that identifies ways to reduce energy consumption.

#### **Learn More:**

800-777-0046

[BusinessServiceCenter@duke-energy.com](mailto:BusinessServiceCenter@duke-energy.com)

<http://www.duke-energy.com/north-carolina-large-business/energy-efficiency/nclb-powershare.asp>

### Smart Saver Incentives Program

#### *Financial Services*

Rebates of up to \$50,000.00 per facility are available to industrial customers who install energy efficient equipment.

#### **Learn More:**

800-777-0046

[BusinessServiceCenter@duke-energy.com](mailto:BusinessServiceCenter@duke-energy.com)

<http://www.duke-energy.com/north-carolina-business/energy-management/energy-efficiency-incentives.asp>

## Piedmont Natural Gas

### New Commercial Gas Equipment Financing

#### *Financial Services*

Piedmont Natural Gas will finance the purchase of their business customer's new natural gas equipment.

#### **Learn More:**

800-752-7504

<http://www.piedmontng.com/commercial/programsSection/financing-Leasing>

## Technical Services

### *Technical Assistance*

Piedmont Natural Gas' Technical Services offers customers a convenient and authoritative reference on natural gas technologies and their applications. Services include facilities design assistance, energy audits and feasibility studies.

#### **Learn More:**

800-752-7504

<http://www.piedmontng.com/industrial/solutionsSection/technicalServices>

## Training & Seminars

### *Education/Training Assistance*

Piedmont Natural Gas offers a variety of training & seminars on energy efficiency.

#### **Learn More:**

800-752-7504

<http://www.piedmontng.com/industrial/trainingSeminars>

## PSNC Energy

### Consulting Services

#### *Technical Assistance*

PSNC Energy provides expert consulting services including assessments and assistance with new construction projects.

#### **Learn More:**

<http://www.psnenergy.com/en/large-volume-business/services/consulting-services/default.htm>

## High Efficiency Small General Service

### *Financial Assistance*

This discounted rate is available to non-residential customers whose buildings are LEED certified.

#### **Learn More:**

704-810-3118

[PSNCBuilderGroup@scana.com](mailto:PSNCBuilderGroup@scana.com)  
<http://www.psnenergy.com/en/small-to-medium-business/customer-service-center/rate-plans/default.htm#discount>

## Services for Small to Medium Business

### *Technical Assistance*

SNC Energy provides programs and services to help companies understand and manage their energy consumption.

#### **Learn More:**

704-810-3118

[PSNCBuilderGroup@scana.com](mailto:PSNCBuilderGroup@scana.com)  
<http://www.psnenergy.com/en/small-to-medium-business/services/>

## Progress Energy Carolinas

### Energy Efficiency for Business Program

#### *Financial and Technical Assistance*

Cash incentives for energy efficiency projects cover up to 75.0 percent of the project cost. Technical assistance is also available to offset design and engineering costs.

#### **Learn More:**

866-326-6059

[carolinasBusiness@us.kema.com](mailto:carolinasBusiness@us.kema.com)  
<http://progress-energy.com/custservice/carbusiness/efficiency/programs/eebiz/index.asp>

## Public Power

### City of Rocky Mount Utility

#### Renewable Energy Policy

##### *Financial Assistance*

The City will pay \$0.02 per kWh to customers that generate electricity from renewable sources.

#### **Learn More:**

Jessica Williams

252-972-1269

[jessica.williams@rockymountnc.gov](mailto:jessica.williams@rockymountnc.gov)  
<http://www.rockymountnc.gov/utilities/renewableenergy.html>

## City of Wilson

### City of Wilson Renewable Energy Program

#### *Financial Assistance*

The City of Wilson's Renewable Energy Program provides financial assistance to customers with 100 kW or smaller renewable systems.

#### **Learn More:**

Bob Arrington

252-399-2417

[barrington@wilsonnc.org](mailto:barrington@wilsonnc.org)  
<http://www.wilsonnc.org/departments/wilsonenergy/cityofwilsonrenewableenergyprogram/>

### Commercial/Industrial Request for Proposals (RFP) for Energy Efficiency Projects

#### *Financial Assistance*

This program solicits proposals for partial funding of energy efficiency projects including HVAC, building envelope, energy management systems, lighting, motors, drives and refrigeration applications.

#### **Learn More:**

[http://www.ncpublicpower.com/Default.aspx?aspxerrorpath=/Energy\\_Efficiency.NCMPA1.aspx](http://www.ncpublicpower.com/Default.aspx?aspxerrorpath=/Energy_Efficiency.NCMPA1.aspx)



## Key Account Resources

### *Technical Assistance*

This program provides free technical, business, and research assistance. The service includes an online library of information with a database of technical business and engineering documents and resources, and a free “Ask an Expert” hotline.

#### **Learn More:**

Bob Arrington

252-399-2417

[barrington@wilsonnc.org](mailto:barrington@wilsonnc.org)

<http://www.wilsonnc.org/departments/wilsonenergy/industryandbusiness/keyaccountresources/>

## EnergyUnited

### Energy Efficiency Program

#### *Technical Assistance*

EnergyUnited offers technical services to businesses to help them reduce their energy costs.

#### **Learn More:**

800-682-1910

[http://www.energyunited.com/energy\\_efficiency.asp](http://www.energyunited.com/energy_efficiency.asp)

### Energy Management

#### *Technical Assistance*

EnergyUnited offers services such as facility monitoring, energy information services and energy procurement to help businesses manage their energy consumption.

#### **Learn More:**

800-682-1910

[http://www.energyunited.com/energy\\_management.asp](http://www.energyunited.com/energy_management.asp)

## North Carolina Municipal Power Agency

### Commercial/Industrial RFP for Energy Efficiency Projects

#### *Financial Assistance*

This program solicits proposals for partial funding of energy efficiency projects including HVAC, building envelope, energy management systems, lighting, motors, drives and refrigeration applications.

#### **Learn More:**

Robbie Tugwell

919-760-6364

[rtugwell@electricities.org](mailto:rtugwell@electricities.org)

<http://www.ncpublicpower.com/Re-newableEnergy/NCMPA1.aspx>

### Commercial Solar Thermal Projects

#### *Financial Assistance*

Eligible customers will receive a \$700.00 rebate for each certified solar thermal panel purchased and installed after January 1, 2009.

#### **Learn More:**

[http://www.ncpublicpower.com/NewsEvents/Headlines/NewsArticle/09-07-29/NCMPA1\\_Announces\\_Additional\\_Energy\\_Efficiency\\_Programs.aspx](http://www.ncpublicpower.com/NewsEvents/Headlines/NewsArticle/09-07-29/NCMPA1_Announces_Additional_Energy_Efficiency_Programs.aspx)

## Cooperatives

### Albemarle Electric Membership Corporation

#### Energy Audit

##### *Analytical Assistance*

Albemarle EMC offers free energy audits to help identify ways to save money.

#### **Learn More:**

252-426-5735 or 800-215-9915

[info@albemarle.ncemcs.com](mailto:info@albemarle.ncemcs.com)

<http://www.albemarle-emc.com/energyaudit.html>

## Blue Ridge Electric Membership Corporation

### Specialized Energy Services

#### *Technical Assistance*

Blue Ridge Electric provides specialized energy services such as monitoring, power quality and harmonics monitoring, and energy auditing services.

#### **Learn More:**

Brian Crutchfield

828-758-2383 ext. 3279

[bcrutchfield@blueridgeemc.com](mailto:bcrutchfield@blueridgeemc.com)

[http://www.blueridgeemc.com/business-services/business\\_services.asp](http://www.blueridgeemc.com/business-services/business_services.asp)

## Greenville Utilities

### Consulting Services

#### *Technical Assistance*

Energy Specialists are available for consultations on proper sizing of heating and cooling equipment, new construction, remodeling, and other energy-related matters.

#### **Learn More:**

252-551-1521

<http://www.guc.com/residential/energyservices.aspx#consulting>

## Piedmont Electric Membership Corporation

### Economic Development

#### *Financial and Technical Assistance*

Piedmont Electric Membership Corporation offers businesses services such as energy audits, power quality services and financial assistance.

#### **Learn More:**

800-222-3107 or 919-732-2123

<http://www.pemc.org/economic.php>

## Roanoke Electric Corporation

### N.C. Electric Membership Cooperative Loan Program

#### *Financial Assistance*

No-interest, seven-year loans up to \$400,000 are available for energy efficiency projects.

#### **Learn More:**

252-539-2236 or 800-433-2236

<http://www.roanokeelectric.com/co-mind.aspx>

## Surry Yadkin Electric Membership Corporation

### Energy Audit

#### *Analytical Assistance*

Surry-Yadkin Electric offers an energy audit to help members lower energy consumption.

#### **Learn More:**

336-356-8241

[http://www.syemc.com/index.php?option=com\\_content&task=view&id=17&Itemid=37](http://www.syemc.com/index.php?option=com_content&task=view&id=17&Itemid=37)

## Tideland Electric Membership Corporation

### Weatherization Loan

#### *Financial Assistance*

This loan covers the purchase and installation of energy-efficient measures such as caulking, weather-stripping, storm doors, and equipment insulation.

#### **Learn More:**

800-637-1079 or 252-943-3046

<http://www.tidelandemc.com/p&sincentives.htm>

## Local Resources

### *Non-profit Organizations*

#### Advanced Energy

##### Industrial Process Heating

###### *Technical Assistance*

Advanced Energy helps customers increase oven efficiency, reduce natural gas costs and remove production bottlenecks. Additionally, they calculate project payback for electric boilers, tested oven efficiency and decreased product curing times.

#### **Learn More:**

[http://www.advancedenergy.org/industrial\\_process\\_heating/industries/](http://www.advancedenergy.org/industrial_process_heating/industries/)

## Center for Energy Research and Technology (CERT)

### CERT

#### *Technical and Educational Assistance*

This center provides education, training, demonstration, and technical assistance on energy and environmental technologies.

#### **Learn More:**

Dr. H. Singh  
336-334-7575

<http://cert.ncat.edu/>

## NC GreenPower

### Production Incentive

#### *Financial Assistance*

NC GreenPower offers production payments for grid-tied electricity generated by solar, wind, small hydro (10 MW or less), and biomass resources.

#### **Learn More:**

919-716-6398

[http://www.ncgreenpower.org/resources/current\\_requests.html](http://www.ncgreenpower.org/resources/current_requests.html)

## North Carolina Manufacturing Extension Partnership

### Manufacturing Extension Partnership

#### *Technical and Educational Assistance*

This MEP provides products and services that include lean enterprise, ISO management systems, Six Sigma, environmental, safety, and health management.

#### **Learn More:**

Terri Helmlinger Ratcliff

919-515-3891

[terri\\_helmlinger\\_ratcliff@ncsu.edu](mailto:terri_helmlinger_ratcliff@ncsu.edu)  
<http://www.ies.ncsu.edu>

### *Local or Regional Initiatives*

## North Carolina Solar Center

### Services

#### *Educational and Analytical Assistance*

This center offers design assistance, assessments, and training.

#### **Learn More:**

919-515-3480

<http://www.ncsc.ncsu.edu/index.php>

## Southeast Energy Efficiency Alliance (SEEA)

### Regional Energy Efficiency Programs and Incentives

*Education, Networking, Technical & Financial Resources*

The Southeast Industrial Energy Efficiency Coalition, a project of SEEA, connects industry to financial and technical resources; fosters cooperation among industrial users, utilities & policy makers; and promotes best practices & training on industrial energy efficiency.

#### **Learn More:**

Industrial Program Information:  
<http://www.seealliance.org/programs/industrial.php>

SEEA URL:

<http://www.seealliance.org/>

SEEA Staff Contact info:

<http://www.seealliance.org/about/staff.php>

## Industrial Assessment and Clean Energy Application Centers

### North Carolina State University

#### Industrial Assessment Center (IAC)

*Analytical Assistance*

North Carolina State University IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

#### **Learn More:**

Dr. James W. Leach  
 919-515-5228  
[leach@eos.ncsu.edu](mailto:leach@eos.ncsu.edu)  
<http://www.mae.ncsu.edu/Centers/IAC/index.html>

## Southeast CHP Application Center

### Combined Heat and Power Application Center (CHP)

*Technical and Educational Assistance*

Provides application assistance, technology information, and educational support necessary to promote combined heat and power applications.

#### **Learn More:**

Louay Chamra  
 662-325-0618  
[chamra@me.msstate.edu](mailto:chamra@me.msstate.edu)  
<http://www.chpcenterse.org/>

## I. South Carolina

South Carolina's economy is ranked 28<sup>th</sup> in the nation in terms of 2008 GDP, generating \$156.4 billion annually.<sup>63</sup> Industrial manufacturing is a vital sector of South Carolina's economy providing the state with 77,063 jobs and supplying 37,951.9 million worth of goods. Based on total value of shipments, the largest manufacturing sectors in the state are transportation equipment, chemical, plastic and rubber product, machinery, and paper manufacturing.<sup>64</sup> In 2007, South Carolina's industrial sector ranked 15<sup>th</sup> in the nation in terms of energy expended accounting for 620.9 trillion Btu, or 36.7 percent of all energy consumed in the state.<sup>65</sup> The state's industrial natural gas consumption totaled 78.1 trillion Btu which was the 26<sup>th</sup> in the nation for that year.<sup>66</sup> Moreover, the industrial sector accounted for 11.4 million metric tons of carbon dioxide emissions according to 2005 data.<sup>67</sup>

The *South Carolina Energy Conservation and Efficiency Act of 1992* officially created the South Carolina Energy Office and tasked it with findings ways to save energy, improve energy efficiency and environmental quality, and help the area reduce its reliance on foreign oil. To achieve this objective, the energy office has embraced several goals including the 1.0 percent reduction of statewide energy intensity annually, reduction of greenhouse gas emissions, and to diversify the state's energy resources.<sup>68</sup> In the state's energy plan, program administrators acknowledge that they will reach these goals if they administer grants to industry and other large consumers of energy to help them consume energy more effectively.<sup>69</sup> In addition, there are numerous other resources available throughout the state that plant managers can consult for energy efficiency information or assistance in financing energy efficiency improvements at their facilities.

### Government

#### State Programs

##### South Carolina Energy Office (SCEO)

###### Commercial Tax Incentives

###### *Financial Assistance*

Tax deductions are available to business owners that install energy-efficient lighting, HVAC, or water heater systems.

###### **Learn More:**

803-737-8030

[http://www.energy.sc.gov/publications/COMMERCIAL\\_BUILDINGS.pdf](http://www.energy.sc.gov/publications/COMMERCIAL_BUILDINGS.pdf)

###### Energy Assessments

###### *Analytical Assistance*

SCEO provides a no-cost energy assessment to assess a building's energy costs and efficiency. SCEO will follow up with participants to determine energy savings if recommended improvements are implemented.

###### **Learn More:**

803-737-8030

<http://www.energy.sc.gov/index.aspx?m=5&t=34&h=141>

##### South Carolina Department of Revenue

###### Landfill Methane Tax Credit

###### *Financial Assistance*

There is a 25.0 percent corporate tax credit for landfill methane gas recovery that provides power for a manufacturing facility.

###### **Learn More:**

<http://www.scstatehouse.gov/code/t12c006.htm>

### Utilities

#### Investor-owned

##### Duke Energy

###### Energy Assessments

###### *Analytical Assistance*

Duke Energy's energy assessments can help identify ways to lower energy costs by improving a facility's energy efficiency.

###### **Learn More:**

800-777-0046

[BusinessServiceCenter@duke-energy.com](mailto:BusinessServiceCenter@duke-energy.com)

<http://www.duke-energy.com/south-carolina-large-business/energy-efficiency/sclb-energy-assessments.asp>

## Online Business Energy Analysis

### *Analytical Assistance*

Duke Energy's online analysis tool provides facility managers ways to improve their energy use and manage their costs with benchmarking and energy efficiency recommendations.

#### **Learn More:**

800-777-0046

<http://www.duke-energy.com/south-carolina-business/energy-management/online-business-energy-analysis.asp>

## PowerShare

### *Technical Assistance*

Duke Energy will work with a business to better understand its energy consumption. The utility will then assist those customers in developing a customized load curtailment plan.

#### **Learn More:**

800-777-0046

[BusinessServiceCenter@duke-energy.com](mailto:BusinessServiceCenter@duke-energy.com)  
<http://www.duke-energy.com/south-carolina-large-business/energy-efficiency/sclb-powershare.asp>

## Smart Saver Incentives Program

### *Financial Services*

Rebates up to \$50,000 per customer annually provided through this program are available to industrial customers who install energy-efficient equipment.

#### **Learn More:**

866-380-9580

<http://www.duke-energy.com/south-carolina-business/energy-management/energy-efficiency-incentives.asp>

## Piedmont Natural Gas

### New Commercial Gas Equipment Financing

#### *Financial Services*

Piedmont Natural Gas will finance the purchase of their business customer's new natural gas equipment.

#### **Learn More:**

800-752-7504

<http://www.piedmontng.com/commercial/programsSection/financing-Leasing>

### Technical Services

#### *Technical Assistance*

Piedmont Natural Gas' Technical Services offers customers a convenient and authoritative reference on natural gas technologies and their applications. Services include facilities design assistance, energy audits and feasibility studies.

#### **Learn More:**

800-752-7504

<http://www.piedmontng.com/industrial/solutionsSection/technicalServices>

### Training & Seminars

#### *Education/Training Assistance*

Piedmont Natural Gas offers a variety of training & seminars on energy efficiency.

#### **Learn More:**

800-752-7504

<http://www.piedmontng.com/industrial/trainingSeminars>

## Progress Energy Carolinas

### Energy Efficiency for Business Program

#### *Financial Assistance*

This program offers cash incentives for energy-efficiency measures up to 75.0 percent of the project cost.

#### **Learn More:**

866-326-6059

[carolinasBusiness@us.kema.com](mailto:carolinasBusiness@us.kema.com)  
<http://progress-energy.com/custservice/carbusiness/efficiency/programs/eebiz/index.asp>

### Energy Efficiency for Business Program

#### *Technical Assistance*

Technical assistance incentives are available to offset design and engineering costs.

#### **Learn More:**

866-326-6059

[carolinasBusiness@us.kema.com](mailto:carolinasBusiness@us.kema.com)  
<http://progress-energy.com/custservice/carbusiness/efficiency/programs/eebiz/index.asp>

## South Carolina Gas and Electric (SCE&G)

### Consulting Services

#### *Technical Assistance*

SCE&G provide expert consulting services that help industrial customers by conducting efficiency assessments and providing assistance with new construction projects.

#### **Learn More:**

800-455-0234

<http://www.sceg.com/en/commercial-and-industrial/services/consulting-services/default.htm>



## Customer Seminars

### *Educational Assistance*

SCE&G conducts several customer seminars throughout the year on topics related to power quality, energy efficiency and electric interruptible and real-time pricing.

#### **Learn More:**

866-913-9762

<http://www.sceg.com/en/commercial-and-industrial/services/customer-seminars/>

## Load Profiling

### *Load Management*

SCE&G provides personalized energy consumption reports that identify peak days, power factor concerns, and load shifting opportunities.

#### **Learn More:**

866-913-9762

<http://www.sceg.com/en/commercial-and-industrial/services/load-profiling/>

## Power Quality Technical Services

### *Technical Assistance*

SCE&G offers technical services to resolve power issues such as power quality, power factor, harmonics and load studies.

#### **Learn More:**

866-913-9762

<http://www.sceg.com/en/commercial-and-industrial/services/power-quality-technical-services/>

## Cooperatives

### Blue Ridge Electric Cooperative

#### **Infrared Imaging**

##### *Analytical Assistance*

Blue Ridge Electric Cooperative offers thermal scans of electrical panel boxes, individual electrical equipment or HVAC equipment and duct systems. They also provide a comprehensive report including a thermal image of existing or potential problems and digital imaging to facilitate corrective measures.

#### **Learn More:**

800-240-3400

[info@blueridge.coop](mailto:info@blueridge.coop)

[http://www.blueridge.coop/business\\_solutions/infrared\\_imaging.html](http://www.blueridge.coop/business_solutions/infrared_imaging.html)

#### **Questline**

##### *Technical Assistance*

Questline is free technical assistance service that provides technical, business, research and energy information assistance.

#### **Learn More:**

800-240-3400

[info@blueridge.coop](mailto:info@blueridge.coop)

[http://www.blueridge.coop/business\\_solutions/questline.html](http://www.blueridge.coop/business_solutions/questline.html)

### Mid-Carolina Electric Cooperative

#### **Energy Experts**

##### *Analytical Assistance*

Mid-Carolina Electric Cooperative will conduct an energy assessment and provide recommendations for improving energy efficiency in a facility.

#### **Learn More:**

888-813-9000

[http://www.mcecoop.com/your\\_coop/energy\\_experts.html](http://www.mcecoop.com/your_coop/energy_experts.html)

### Palmetto Electric Cooperative

#### **Buried Treasure Rebate Program**

##### *Financial Assistance*

Palmetto Electric Cooperative offers rebates of \$200.00 per ton (up to \$1,000.00) for the purchase and installation ground-source heat pumps through its Buried Treasure Rebate Program.

#### **Learn More:**

<http://www.palmetto.coop/conservation/treasure.html>

### Pee Dee Electric Cooperative

#### **Power Quality Audit**

##### *Analytical Assistance*

The cooperative will perform an energy audit of a commercial facility to identify areas for improvement in energy efficiency.

#### **Learn More:**

Jeff Singletary

843-665-4070

[jsingletary@peedeeelectric.com](mailto:jsingletary@peedeeelectric.com)

<http://www.peedeeelectric.com/launch.asp?id=41015192002nmhqlhns/>

### Santee Electric Cooperative

#### **Incentives Program**

##### *Financial Assistance*

Santee Electric Cooperative offers financial assistance for the development of feasibility studies, environmental assessments, construction of facilities associated with a specific project, and land use plans.

#### **Learn More:**

<http://www.santee.org/commercial/incentives.aspx>

## Local Resources

### *Non-profit Organizations*

#### Association of South Carolina Energy Managers (ASCEM)

##### **ASCEM**

##### *Technical Assistance*

The Association of South Carolina Energy Managers partners with SCEO to provide training on energy management and direction for conducting industrial energy assessments.

##### **Learn More:**

Julia Parris  
803-737-9825  
<http://www.energy.sc.gov/index.aspx?m=14>

#### South Carolina Manufacturing Extension Partnership

##### **Manufacturing Extension Partnership**

##### *Technical and Education Assistance*

Provides services ranging from process improvements and worker training to business practices and applications of information technology.

##### **Learn More:**

John Irion  
803-252-6976  
[jirion@scmep.org](mailto:jirion@scmep.org)  
<http://www.scmep.org>

## *Local or Regional Initiatives*

#### Southeast Energy Efficiency Alliance (SEEA)

##### **Regional Energy Efficiency Programs and Incentives**

##### *Education, Networking, Technical & Financial Resources*

The Southeast Industrial Energy Efficiency Coalition, a project of SEEA, connects industry to financial and technical resources; fosters cooperation among industrial users, utilities & policy makers; and promotes best practices & training on industrial energy efficiency.

##### **Learn More:**

Industrial Program Information:  
<http://www.seealliance.org/programs/industrial.php>

##### SEEA URL:

<http://www.seealliance.org/>

##### SEEA Staff Contact info:

<http://www.seealliance.org/about/staff.php>

#### *Industrial Assessment and Clean Energy Application Centers*

#### Georgia Institute of Technology

##### **Industrial Assessment Center (IAC)**

##### *Analytical Assistance*

The Georgia Institute of Technology IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

##### **Learn More:**

Bill Meffert  
404-894-3844  
[bill.meffert@innovate.gatech.edu](mailto:bill.meffert@innovate.gatech.edu)  
<http://innovate.gatech.edu/?tabid=545>

## North Carolina State University

##### **Industrial Assessment Center (IAC)**

##### *Analytical Assistance*

North Carolina State University IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

##### **Learn More:**

Dr. James W. Leach  
919-515-5228  
[leach@eos.ncsu.edu](mailto:leach@eos.ncsu.edu)  
<http://www.mae.ncsu.edu/Centers/IAC/index.html>

#### Southeast CHP Application Center

##### **Combined Heat and Power Application Center (CHP)**

##### *Technical and Educational Assistance*

Provides application assistance, technology information, and educational support necessary to promote combined heat and power applications.

##### **Learn More:**

Louay Chamra  
662-325-0618  
[chamra@me.msstate.edu](mailto:chamra@me.msstate.edu)  
<http://www.chpcenterse.org/>

## J. Tennessee

Tennessee's economy is ranked 19<sup>th</sup> in the nation in terms of 2008 GDP, generating \$14,165.6 billion annually.<sup>70</sup> Industrial manufacturing is a vital sector of Tennessee's economy providing the state with 108,944 jobs and supplying 60,234.0 million worth of goods. The largest manufacturing sectors in the state are transportation equipment, computer and electronic product, food, chemical, and machinery manufacturing based on total value of shipments.<sup>71</sup> In 2007, Tennessee's industrial sector ranked 12<sup>th</sup> in the nation in terms of energy expended accounting for 740.1 trillion Btu, or 31.8 percent of all energy consumed in the state.<sup>72</sup> The state's industrial natural gas consumption totaled 95.7 trillion Btu which was the 21<sup>st</sup> in the nation for that year.<sup>73</sup> Moreover, the industrial sector accounted for 17.1 million metric tons of carbon dioxide emissions according to 2005 data.<sup>74</sup>

In March 2008, Governor Phil Bredesen established an energy taskforce. Under Executive Order 54, the taskforce was given the authority to make Tennessee an energy leader. This included finding ways to improve energy efficiency statewide while increasing conservation measures by creating legislation that made both options more appealing to business owners in the state.<sup>75</sup> Tennessee is also one of the seven states covered by the Tennessee Valley Authority (TVA). TVA has adopted an objective of reducing energy consumption in this region 25 percent between 2008 and 2012, with 4.0 percent of this decrease occurring in Tennessee.<sup>76</sup> As a result, there are many different opportunities for improved industrial energy efficiency from a variety of stakeholders.

## Government

### State Programs

#### Tennessee Comptroller of the Treasury

##### Wind Energy Systems Exemption

###### *Financial Assistance*

Wind energy systems operated by industrial facilities will not be taxed at more than one-third of their total installed cost.

###### **Learn More:**

<http://www.state.tn.us/sos/acts/103/pub/pc0377.pdf>

#### Tennessee Department of Economic and Community Development (ECD)

##### Data Center Tax Credit

###### *Financial Assistance*

Companies may obtain tax credits for the purchase of materials related to the construction of a data center, if they create 25 new jobs paying at least 150.0 percent of the state's average occupational wage and invest a minimum of \$250million in capital.

###### **Learn More:**

615-741-3282

<http://www.state.tn.us/sos/acts/103/pub/pc0377.pdf>

##### Emerging Industry Credit

###### *Financial Assistance*

The state may waive the threshold of 25 new jobs created in order to qualify for the Jobs Tax Credit if a company can demonstrate a strong growth potential and commit to creating jobs that pay about the county's average occupational wage.

###### **Learn More:**

615-741-3282

[http://tennessee.gov/e cd/BD\\_business\\_tax\\_credit.html#emerg](http://tennessee.gov/e cd/BD_business_tax_credit.html#emerg)

##### Feedstock Processing Demonstration Loan

###### *Financial Assistance*

This loan program is for agricultural feedstock processing facilities across the state. Maximum of \$500,000 per project.

###### **Learn More:**

Jeff Bolton

615-253-1909

[jeff.bolton@tn.gov](mailto:jeff.bolton@tn.gov)

[http://tennessee.gov/e cd/BD\\_feedstock\\_loan.html](http://tennessee.gov/e cd/BD_feedstock_loan.html)

## Green Energy Tax

### *Financial Assistance*

Tennessee offers the Green Energy Tax Credit to certified green energy supply chain manufacturers.

#### **Learn More:**

615-741-3282

[http://tennessee.gov/ecd/BD\\_green\\_tax\\_credits.html](http://tennessee.gov/ecd/BD_green_tax_credits.html)

## Pollution Control Equipment Tax Credit

### *Financial Assistance*

Industrial equipment can be taxed at salvage value for the purposes of calculating tangible personal property tax if it is certified to reduce pollution.

#### **Learn More:**

615-741-3282

[http://tennessee.gov/ecd/BD\\_green\\_tax\\_credits.html](http://tennessee.gov/ecd/BD_green_tax_credits.html)

## Small Business Energy Loan Program

### *Financial Assistance*

Tennessee Energy Division offers low-interest loans of up to \$300,000, with terms of up to seven years, for energy efficiency projects and other projects shown to save energy.

#### **Learn More:**

Jeff Bolton

615-253-1909

[jeff.bolton@tn.gov](mailto:jeff.bolton@tn.gov)

[http://www.state.tn.us/ecd/BD\\_small-bizenergy.html](http://www.state.tn.us/ecd/BD_small-bizenergy.html)

## Tennessee Clean Energy Technology Grant Program

### *Financial Assistance*

ECD offers grants to offset the cost of businesses installing clean energy technology such as solar systems, solar electric generating equipment, wind energy systems, solar thermal systems, hydrogen fuel cells and hybrid solar lighting. Grants are available up to 40.0 percent of total cost up to \$75,000.

#### **Learn More:**

Ryan Gooch

615-741-2994

[Ryan.Gooch@state.tn.us](mailto:Ryan.Gooch@state.tn.us)

[http://www.tennessee.gov/ecd/BD\\_clean\\_energy\\_grant.html](http://www.tennessee.gov/ecd/BD_clean_energy_grant.html)

## Utilities

### *Power Administration*

## Tennessee Valley Authority (TVA)

### **Industrial Resources**

#### *Technical and Analytical Assistance*

TVA provides support, technology, expertise, and financial resources to existing businesses and industries in the Valley to help them grow and be more efficient and profitable. These resources include technical assistance, low-interest loans, and other tools needed by businesses for successful operation.

#### **Learn More:**

615-232-6225

<http://www.tvaed.com/existing.htm>

## Investor-Owned

### Atmos Energy

#### **Energy Matters**

##### *Analytical Assistance*

The utility offers no-cost energy management tools and resources.

#### **Learn More:**

877-460-7067

<http://www.atmosenergy.com/business/energymatters.html>

### Piedmont Natural Gas

#### **New Commercial Gas Equipment Financing**

##### *Financial Services*

Piedmont Natural Gas will finance the purchase of their business customer's new natural gas equipment.

#### **Learn More:**

800-752-7504

<http://www.piedmontng.com/commercial/programsSection/financing-Leasing>

#### **Technical Services**

##### *Technical Assistance*

Piedmont Natural Gas' Technical Services offers customers a convenient and authoritative reference on natural gas technologies and their applications. Services include facilities design assistance, energy audits and feasibility studies.

#### **Learn More:**

800-752-7504

<http://www.piedmontng.com/industrial/solutionsSection/technicalServices>

### Training & Seminars

#### *Education/Training Assistance*

Piedmont Natural Gas offers a variety of training & seminars on energy efficiency.

#### **Learn More:**

800-752-7504

<http://www.piedmontng.com/industrial/trainingSeminars>

## Public Power

### Athens Utilities Board

#### Free Energy Assistance for Industry

##### *Technical Assistance*

The program provides engineering and technical assistance to industry in the areas of energy use, including lighting, HVAC, wiring, water heating, industrial processes, and load management.

##### **Learn More:**

888-745-8845

[aub@aub.org](mailto:aub@aub.org)

[http://www.aub.org/indust\\_serv.php#eaudits](http://www.aub.org/indust_serv.php#eaudits)

### Chattanooga Electric Board (EPB)

#### Energy Audit

##### *Analytical Assistance*

Chattanooga Electric Board offers energy audits to its customers. This includes HVAC, compressed air, and lighting systems.

##### **Learn More:**

423-648-3514

[http://www.epb.net/index.php?page=business\\_energy\\_use&id=51](http://www.epb.net/index.php?page=business_energy_use&id=51)

#### Energy Monitoring and Management Systems

##### *Technical Assistance*

EPB provides technical assistance on energy monitoring options including revenue control strategies and energy management systems.

##### **Learn More:**

423-648-3514

[http://www.epb.net/index.php?page=business\\_energy\\_use&id=60](http://www.epb.net/index.php?page=business_energy_use&id=60)

### Manufacturing Credit

#### *Financial Assistance*

In any month when the metered demand for firm power exceeds 1,000 kW, a credit is applied to each kW of metered demand used in determining the firm billing demand and each kWh of firm energy.

##### **Learn More:**

423-648-3248

[http://www.epb.net/index.php?page=business\\_special\\_programs&id=65](http://www.epb.net/index.php?page=business_special_programs&id=65)

### Clarksville Department of Electricity

#### Comprehensive Services Program

##### *Technical Assistance*

This program offers energy audits of industrial facilities and load management practices.

##### **Learn More:**

931-648-8153

<http://www.clarksvilledc.com/energySolutionsprograms.html>

### Columbia Power and Water Systems

#### Energy Solutions for Industry

##### *Technical Assistance*

The utility provides energy solutions such as energy assessments in order to help industry increase their energy efficiency.

##### **Learn More:**

931-375-7602

[cpws@cpws.com](mailto:cpws@cpws.com)

<http://www.cpws.com/Industrial.html>

### Johnson City Power Board

#### Key Account Program

##### *Analytical Assistance*

The utility offers energy audits to provide recommendations for energy efficiency improvements.

##### **Learn More:**

423-282-5272

[ashrews@jcpb.com](mailto:ashrews@jcpb.com)

<http://www.jcpb.com/yourBusiness/keyAccount/>

#### Key Account Loan Program

##### *Financial Assistance*

Loans are available to industrial customers for the construction of energy-efficient buildings.

##### **Learn More:**

423-282-5272

[energyservices@jcpb.com](mailto:energyservices@jcpb.com)

<http://www.jcpb.com/yourBusiness/programs/loanProgram.asp>

### Knoxville Utilities Board

#### Comprehensive Service Program

##### *Technical Assistance*

KUB provides customers with free services such as energy audits, lighting surveys and infrared imaging.

##### **Learn More:**

865-594-7388

<http://www.kub.org/wps/wcm/connect/60c52480490bcf7f824fef3f1699a8bf/YourPartnerForGrowth.pdf?MOD=AJPERES&CACHEID=60c52480490bcf7f824fef3f1699a8bf>



## Lawrenceburg Utility Systems

### Commercial Energy Audit

#### *Analytical Assistance*

The utility offers energy audits to provide recommendations for energy efficiency improvements.

#### **Learn More:**

931-762-7161

<http://www.lburgus.com/productsandservices/index.html>

## Nashville Electric Service

### Energy Audit

#### *Analytical Assistance*

The utility offers energy audits to provide recommendations of energy efficiency improvements.

#### **Learn More:**

615-736-6900

[http://www.nespower.com/comm\\_energy\\_savings.aspx](http://www.nespower.com/comm_energy_savings.aspx)

## Trenton Light and Power

### Comprehensive Services Program

#### *Technical Assistance*

This program offers energy audits of industrial facilities and load management practices.

#### **Learn More:**

731-855-1561

<http://www.trentonlw.com/electric/default.htm>

## Cooperatives

### Appalachian Electric Cooperative

#### Energy Audit

##### *Analytical Assistance*

The utility offers energy audits to provide recommendations of energy efficiency improvements.

#### **Learn More:**

865-475-2032

<http://www.appalachianelectric.coop/>

### Caney Fork Electric Cooperative

#### Commercial & Industrial Services

##### *Technical Assistance*

Caney Fork Electric with the assistance of TVA has a variety of free services that can be tailored to businesses and industries such as lighting recommendations, power quality assessments and electric usage analysis.

#### **Learn More:**

888-505-3030

[caney@blomand.net](mailto:caney@blomand.net)

<http://www.caneyforkec.com/com-mservices.aspx>

### Gibson Electric Membership Corporation

#### Comprehensive Services Program

##### *Technical Assistance*

This program offers energy audits of industrial facilities and load management practices.

#### **Learn More:**

731-855-4740

[http://www.gibsonemc.com/Commercial\\_&\\_Industrial.htm](http://www.gibsonemc.com/Commercial_&_Industrial.htm)

## Meriwether Lewis Electric Cooperative

### Commercial/Industrial Technical Services

#### *Technical Assistance*

Non-residential members of the cooperative can work one-on-one with an engineer for technical assistance.

#### **Learn More:**

<http://www.mlec.com/tech.htm>

### Pickwick Electric Cooperative

#### C&I Program

##### *Technical Assistance*

This no-charge program offers these members assistance with expansions, wiring, power factor recommendations, heating and air conditioning, and lighting.

#### **Learn More:**

731-645-3411

<http://www.pickwick-electric.com/ciProgram.aspx>

#### Energy Audit

##### *Analytical Assistance*

The utility offers energy audits to provide recommendations of energy efficiency improvements.

#### **Learn More:**

731-646-3786 or 731-646-3825

<http://www.pickwick-electric.com/energyAudit.aspx>

## Sequachee Valley Electric Cooperative

### Comprehensive Services Program

#### *Technical Assistance*

Sequachee Valley Electric Cooperative and TVA have partnered through the Comprehensive Services Program to provide engineering and technical assistance to commercial and industrial customers.

#### **Learn More:**

[cblack@svalleyec.com](mailto:cblack@svalleyec.com)

<http://www.svalleyec.com/commercial.htm#1>

## Volunteer Energy Cooperative

### Comprehensive Services Program

#### *Technical Assistance*

Comprehensive Services Program provides engineering expertise to assist companies with lighting design, energy saving projects, or other needs.

#### **Learn More:**

[vec@vec.org](mailto:vec@vec.org)

<http://www.vec.org/article.aspx?categID=7&articleID=637>

### Generation Partners

#### *Financial Assistance*

This program provides support and incentives for customers who install wind or solar generation equipment.

#### **Learn More:**

[vec@vec.org](mailto:vec@vec.org)

<http://www.vec.org/article.aspx?categID=6&articleID=913>

## Local Resources

### *Non-profit Organizations*

### Tennessee Manufacturing Extension Partnership (MEP)

#### Manufacturing Extension Partnership

#### *Technical and Educational Assistance*

#### *Assistance*

This MEP provides expertise and services ranging from process improvements and worker training to business practices and applications of information technology.

#### **Learn More:**

David Hall

615-532-8657

[dwhall@tennessee.edu](mailto:dwhall@tennessee.edu)

<http://www.cis.tennessee.edu>

### *Local or Regional Initiatives*

### Southeast Energy Efficiency Alliance (SEEA)

#### Regional Energy Efficiency Programs and Incentives

#### *Education, Networking, Technical & Financial Resources*

The Southeast Industrial Energy Efficiency Coalition, a project of SEEA, connects industry to financial and technical resources; fosters cooperation among industrial users, utilities & policy makers; and promotes best practices & training on industrial energy efficiency.

#### **Learn More:**

Industrial Program Information:

<http://www.seealliance.org/programs/industrial.php>

SEEA URL:

<http://www.seealliance.org/>

SEEA Staff Contact info: [http://](http://www.seealliance.org/about/staff.php)

[www.seealliance.org/about/staff.php](http://www.seealliance.org/about/staff.php)

### *Industrial Assessment and Clean Energy Application Centers*

### Southeast CHP Application Center

#### Combined Heat and Power Application Center (CHP)

#### *Technical and Educational Assistance*

#### *Assistance*

Provides application assistance, technology information, and educational support necessary to promote combined heat and power applications.

#### **Learn More:**

Louay Chamra

662-325-0618

[chamra@me.msstate.edu](mailto:chamra@me.msstate.edu)

<http://www.chpcenterse.org/>

### Tennessee Technological University

#### Industrial Assessment Center (IAC)

#### *Analytical Assistance*

Tennessee Technological University IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

#### **Learn More:**

Dr. Glenn Cunningham

931-372-3826

[gcunningham@tntech.edu](mailto:gcunningham@tntech.edu)

<http://www.tntech.edu/cmr/home/>

## K. Virginia

Virginia's economy is ranked 11<sup>th</sup> in the nation in terms of 2008 GDP, generating \$397.0 billion annually.<sup>77</sup> Industrial manufacturing is an important sector of Virginia's economy providing the state with 76,966 jobs and supplying \$37,726.3 million worth of goods in 2006. The manufacturing of transportation equipment, beverages and tobacco products, food, chemicals, and plastics are the largest sectors of industrial activity based on total value of shipments.<sup>78</sup> In 2007, Virginia's industrial sector ranked 18<sup>th</sup> in the nation in terms of energy expended accounting for 567.4 trillion Btu (or 21.7 percent of statewide energy consumption).<sup>79</sup> The state's industrial natural gas consumption totaled 78.2 trillion Btu which was 25<sup>th</sup> in the nation in 2007.<sup>80</sup> Moreover, the industrial sector accounted for 19.0 million metric tons of carbon dioxide emissions according to 2005 data.<sup>81</sup>

In 2007, Virginia government published the *Virginia Energy Plan* in order strategize ways to provide the Commonwealth with reliable energy supplies at reasonable rates and increase the use of conservation and efficiency measures in Virginia.<sup>82</sup> Of note, the plan states that Virginia should help industrial consumers implement waste-to-energy, heat recovery, and combined heat and power projects along with establishing energy assessment centers that would offer energy audits and assessments to small commercial and industrial consumers.<sup>83</sup> Also in 2007, the state approved Chapter 933 of the 2007 Acts of Assembly, which established that it is in the public interest to promote cost-effective conservation of energy through fair and effective demand side management, conservation, energy efficiency, and load management programs, including consumer education.<sup>84</sup> The Commonwealth made a goal of reducing ten percent of their electric energy consumption by 2022 by requiring electric companies to implement energy efficiency programs to their customers.<sup>85</sup>

## Government

### State Programs

#### Virginia Department of Mines, Minerals, and Energy Department

##### Certified Pollution Control Equipment and Facilities Tax Exemption

###### *Financial Assistance*

Any county, city, or town can exempt or partially exempt certified pollution control equipment and facilities, including equipment used to grind, chip, or mulch trees, tree stumps, underbrush, and other vegetative cover for reuse as a fuel, from local property taxes.

###### **Learn More:**

Ken Jurman  
804-692-3218

[ken.jurman@dmme.virginia.gov](mailto:ken.jurman@dmme.virginia.gov)  
<http://www.deq.state.va.us/p2/vise/financial.html>

##### Property Tax Exemption

###### *Financial Assistance*

Municipalities may exempt solar energy equipment or recycling equipment from local property taxes. Industrial property is eligible for this tax exemption.

###### **Learn More:**

Ken Jurman  
804-692-3218  
[ken.jurman@dmme.virginia.gov](mailto:ken.jurman@dmme.virginia.gov)  
<http://www.deq.state.va.us/p2/vise/financial.html>

##### Solar Manufacturing Incentive Grant (SMIG)

###### *Financial Assistance*

The Virginia Economic Development Partnership's SMIG program offers up to \$4.5 million annually to encourage the production of photovoltaic panels in the state. The incentive is paid at a rate of up to \$0.75 per watt for panels sold up to 6 MW per customer each year.

###### **Learn More:**

Ken Jurman  
804-692-3218  
[ken.jurman@dmme.virginia.gov](mailto:ken.jurman@dmme.virginia.gov)  
[http://www.dmme.virginia.gov/DE/Alternative\\_Fuels/solar.shtml](http://www.dmme.virginia.gov/DE/Alternative_Fuels/solar.shtml)

##### Wood, Alternative Energy, or Cogeneration Tax Exemption

###### *Financial Assistance*

Municipalities may exempt taxes on equipment that is used to convert from oil or natural gas to wood, wood waste, or any alternative energy source for manufacturing, or any cogeneration equipment.

###### **Learn More:**

Ken Jurman  
804-692-3218  
[ken.jurman@dmme.virginia.gov](mailto:ken.jurman@dmme.virginia.gov)  
[http://www.dmme.virginia.gov/DE/Alternative\\_Fuels/solar.shtml](http://www.dmme.virginia.gov/DE/Alternative_Fuels/solar.shtml)

## Local Programs

### Arlington County

#### Green Building Incentive Program

##### *Financial Assistance*

This program is designed to promote the construction of “green” buildings by helping developers design LEED-certified buildings.

##### **Learn More:**

703-228-4488

<http://www.arlingtonva.us/Departments/EnvironmentalServices/epo/EnvironmentalServicesEpoGreen-Buildings.aspx?InsLinkId=1075>

#### Small Business Energy Audits

##### *Analytical Assistance*

Through the Arlington Initiative to Reduce Emissions, Arlington County is offering free energy audits to identify areas that could be more energy efficient in small businesses.

##### **Learn More:**

703-228-4488

<https://www.arlingtonva.us/Portals/Topics/ClimateBusinessAuditForm.asp>

### Fluvanna County

#### Solar Tax Exemption

##### *Financial Assistance*

Equipment associated with the generation of solar power is granted a tax exemption, because the state will does not view it as adding value to a building.

##### **Learn More:**

<http://www.co.fluvanna.va.us/minutes/2004/minutes05-19-2004.pdf>

### Hanover County

#### Hanover Energy Management Initiative (HEMI)

##### *Education and Training*

This initiative educates business owners about ways to develop a sustainable design for new facilities, and to help identify ways to make existing facilities more energy efficient.

##### **Learn More:**

804-365-6000

<http://www.co.hanover.va.us/facilities/hemi.htm>

## Utilities

### Power Administrations

#### Tennessee Valley Authority (TVA)

##### Industry Resources

##### *Technical Assistance*

TVA provides support, technology, expertise, and financial resources to existing businesses and industries in the Valley to help them grow and be more efficient and profitable.

These resources include technical assistance, low-interest loans, and other tools needed by businesses for successful operation.

##### **Learn More:**

615-232-6225

<http://www.tvaed.com/existing.htm>

### Investor-owned

#### Atmos Energy

##### Energy Matters

##### *Analytical Assistance*

The utility offers no-cost energy management tools and resources.

##### **Learn More:**

877-460-7067

<http://www.atmosenergy.com/business/energymatters.html>

### Columbia Gas of Virginia

#### Industrial Energy

##### *Technical Assistance*

The utility offers industrial specialists to assist industry with making wise energy decisions. They provide information such as available financial incentives, and equipment sizing and usage.

##### **Learn More:**

800-440-6111

<http://www.columbiagasva.com/business/industrial.htm>

### Cooperatives

#### Northern Virginia Electric Cooperative

##### Commercial Energy Audits

##### *Analytical Assistance*

The Northern Virginia Electric Cooperative offers free energy audits to customers to help identify areas that are not consuming energy effectively.

##### **Learn More:**

703-392-1604 or 703-392-1763

[commind@novec.com](mailto:commind@novec.com)

[http://www.novec.com/Power\\_Use\\_It\\_Wisely/CommercialEnergyAudits.cfm](http://www.novec.com/Power_Use_It_Wisely/CommercialEnergyAudits.cfm)

## Southside Electric Cooperative

### Heat Loss/Heat Gain Estimates

#### *Analytical Assistance*

Heat loss/heat gain estimates are performed at no cost to assist SEC members in the proper selection, sizing and installation of heating/cooling equipment and systems for facilities.

#### **Learn More:**

800-552-2118

[publicrelations@sec.coop](mailto:publicrelations@sec.coop)

[http://www.ssecoop.com/WWW/SECWebsite.nsf/Services\\_and\\_Programs?OpenForm](http://www.ssecoop.com/WWW/SECWebsite.nsf/Services_and_Programs?OpenForm)

### Wiring and Electrical Consultative Services

#### *Technical Assistance*

These services are available to SEC members who might be performing various types of new construction, remodeling, upgrading, expanding or relocating existing facilities and equipment and/or who may be purchasing various types of energy-efficient electrical equipment/appliances.

#### **Learn More:**

800-552-2118

[publicrelations@sec.coop](mailto:publicrelations@sec.coop)

[http://www.ssecoop.com/WWW/SECWebsite.nsf/Services\\_and\\_Programs?OpenForm](http://www.ssecoop.com/WWW/SECWebsite.nsf/Services_and_Programs?OpenForm)

## Local Resources

### *Non-profit Organizations*

### Virginia's A.L. Philpott Manufacturing Extension Partnership (VPMEP)

#### Manufacturing Extension Partnership

#### *Technical and Educational Assistance*

VPMEP offers training and education in the areas of Lean Six Sigma, Lean Enterprise, Innovation & Business Growth, Quality Management Systems, Lean Supply Chain, and Engineering and Technical.

#### **Learn More:**

Jeff Kohler

276-666-8890, ext. 224

[jkohler@vpmep.org](mailto:jkohler@vpmep.org)

<http://www.vpmep.org/>

### *Industrial Assessment and Clean Energy Application Centers*

### Mid-Atlantic CHP Application Center

#### Combined Heat and Power Application Center

#### *Technical and Educational Assistance*

#### *Assistance*

The center provides technical assistance, online tools, and information on combined heat and power.

#### **Learn More:**

Joe Orlando

301-405-4681

[orlandoj@umd.edu](mailto:orlandoj@umd.edu)

<http://www.chpcenterma.org/>

## North Carolina State University

### Industrial Assessment Center (IAC)

#### *Analytical Assistance*

North Carolina State University IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

#### **Learn More:**

Dr. James W. Leach

919-515-5228

[leach@eos.ncsu.edu](mailto:leach@eos.ncsu.edu)

<http://www.mae.ncsu.edu/Centers/IAC/index.html>

## West Virginia University

### Industrial Assessment Center (IAC)

#### *Analytical Assistance*

West Virginia University IAC provides free energy use, productivity enhancement, and waste reduction assessments to qualifying manufacturers.

#### **Learn More:**

Dr. B. Gopalakrishnan

303-293-4607, ext. 3709

[bgopalak@mail.wvu.edu](mailto:bgopalak@mail.wvu.edu)

<http://www2.cemr.wvu.edu/~wwwiac/>



## For More Information

There are resources available for industrial manufacturers to help reduce their energy consumption in every state including the District of Columbia. To access a comprehensive listing of approximately 2,800 resources available for industrial and commercial managers, please visit ITP's States Incentives and Resources Database.

[http://www1.eere.energy.gov/industry/about/state\\_activities/incentive\\_search.asp](http://www1.eere.energy.gov/industry/about/state_activities/incentive_search.asp)

## Appendix A: Additional Resources

In addition to all of the incentives for industrial energy efficiency presented on the previous pages, there are also incentives for other items such as water heaters and heat pumps. The following charts include even more information on rebates that industrial manufacturers in the Southeast can receive if they purchase and install energy-efficiency equipment.

### Energy Service Companies and other For-Profit Organizations

Energy Service Companies or ESCOs are private companies that implement energy efficiency projects. ESCOs provide financial, technical, and project design assistance. Please be advised that the entries in the following table are not comprehensive but feature a compendium of for-fee service providers.

#### Energy Services Companies

##### AECOM

###### Demand-side Management Programs

###### *Demand-side Management*

AECOM works with utilities to help them help their industrial customers improve their energy efficiency and conservation.

###### **Learn More:**

213-593-8200

<http://www.dmjmharris.com/Market-sAndServices/42/79/index.jsp>

##### Ameresco

###### Industrial Programs

###### *Technical Assistance*

Ameresco provides technical assistance to help industrial manufacturers operate more efficiently and consume energy more effectively.

###### **Learn More:**

508-661-2200

<http://www.ameresco.com/industrial.asp>

##### Atlantic Energy Solutions

###### Energy Efficiency Financial Assistance

###### *Financial Assistance*

Financing is available for industrial manufacturers interested in implementing energy efficiency projects in their plants.

###### **Learn More:**

Bill Marzano

877-237-4524

<http://www.atlanticenergy.net/index.cfm>

##### Burns & McDonnell

###### Industrial Programs

###### *Financial and Technical Assistance*

Programs are available to help maximize energy efficiency in a plant.

###### **Learn More:**

Warren Kennedy

816-822-3384

[wkennedy@burnsmcd.com](mailto:wkennedy@burnsmcd.com)

<http://www.burnsmcd.com/portal/page/portal/Internet/Service/Industrial>

##### Chevron Energy Solutions

###### Energy Programs

###### *Financial and Technical Assistance*

Chevron Energy Solutions provides both financial and technical assistance to help implement energy efficiency and renewable energy projects in plants.

###### **Learn More:**

800-982-6887

<http://www.chevronenergy.com/>

##### Constellation Energy

###### Industrial Process Improvements

###### *Financial and Technical Assistance*

Programs are available to help maximize energy efficiency in a plant, particularly in boilers, cooling systems, pumps, lighting, and compressed air systems.

###### **Learn More:**

[http://www.ceprojects.com/constellation\\_energy/energy\\_projects/ep\\_content\\_ipi.html](http://www.ceprojects.com/constellation_energy/energy_projects/ep_content_ipi.html)

## Custom Energy Services

### Industrial Programs

#### *Technical Assistance*

Industrial customers can participate in demand-side management programs that control their energy use. CES will also help them find financing for recommended energy efficiency projects.

#### **Learn More:**

800-356-1239

<http://www.customenergy.com/whatwedo/marketsectors.html>

## Energy Services Coalition

### Industrial Programs

#### *Technical Assistance*

Energy Services Coalition will work directly with plant managers to identify ways of improving energy efficiency as well as overall plant profitability.

#### **Learn More:**

<http://www.energyservicescoalition.org/index.html>

## Energy Systems Group

### Industrial Programs

#### *Financial and Technical Assistance*

Energy Systems Group helps industrial manufacturers make their plants more efficient through equipment retrofitting and the installation of new, more energy-efficient technologies.

#### **Learn More:**

812-471-5000

<http://www.energysystemsgroup.com/>

## Honeywell

### Industrial Programs

#### *Financial and Technical Assistance*

Programs are available to help maximize energy efficiency in a plant.

#### **Learn More:**

<http://www51.honeywell.com/honeywell/industry-and-technology.html>

## Johnson Controls

### Industrial Programs

#### *Financial and Technical Assistance*

Programs are available to help maximize energy efficiency in a plant. Johnson Controls also specializes in automotive interiors.

#### **Learn More:**

<http://www.johnsoncontrols.com/public/us/en.html>

## National Association of Energy Service Companies

### Energy Programs

#### *Technical Assistance*

NEASCO represents all ESCOs. It also provides education, training, and events.

#### **Learn More:**

Nina Lockhart

202-822-0950

<http://www.naesco.org/default.htm>

## Retro-Tech Systems

### Lighting Programs

#### *Financial and Technical Assistance*

Retro-Tech Systems specializes in lighting efficiency. The company conducts lighting audits and helps industrial manufacturers implement suggested lighting improvements.

#### **Learn More:**

David Pierce

708-895-8434

<http://www.retrotechsystems.com/frames.html>

## SIEMENS Industry, Incorporated

### Industrial Energy and Environmental Management

#### *Technical Assistance*

Help Industrial Manufacturers meet their energy efficiency and environmental goals by supplying a complete portfolio of energy efficiency related services and products. Unique products include: comprehensive energy audits of the entire facility including compressed air, boilers, fans, pumps, motors and drives, process heating and cooling, as well as water systems.

#### **Learn More:**

Ralph Semyck

219-616-0068

[ralph.semyck@siemens.com](mailto:ralph.semyck@siemens.com)

<http://www2.sea.siemens.com/Services/IndustrialServices/energy-management-solutions/energy-and-environmental-management-solutions.htm>

### Industrial Programs

#### *Financial and Technical Assistance*

Financing and technical assistance available for industrial manufacturers interested in implementing energy efficiency projects in their plants.

#### **Learn More:**

[http://www.buildingtechnologies.usa.siemens.com/Services\\_and\\_Solutions/industry\\_solutions/?languagecode=en](http://www.buildingtechnologies.usa.siemens.com/Services_and_Solutions/industry_solutions/?languagecode=en)

## Stones River Companies

### Industrial Programs

#### *Technical Assistance*

Lighting and electrical analysis are available to industrial manufacturers.

#### **Learn More:**

Jami Wilson Hall

615-883-3130

[jhall@stonesriverelectric.com](mailto:jhall@stonesriverelectric.com)

<http://www.stonesriverelectric.com/html/index.html>

## TAC Energy Solutions

### Industrial Programs

#### *Financial and Technical Assistance*

Financing and technical assistance available for industrial manufacturers interested in implementing energy efficiency projects in their plants.

#### **Learn More:**

972-323-1111

[http://www.tac.com/us/  
Navigate?node=1712](http://www.tac.com/us/Navigate?node=1712)

## TRANE

### Industrial Programs

#### *Financial and Technical Assistance*

Financing and technical assistance available for industrial manufacturers interested in implementing energy efficiency projects in their plants. TRANE specializes in HVAC units.

#### **Learn More:**

[http://www.trane.com/COMMERCIAL/  
EnergyIaqEnvironment/8\\_0\\_Energy-  
IaqEnvironment.aspx?i=887](http://www.trane.com/COMMERCIAL/EnergyIaqEnvironment/8_0_Energy-IaqEnvironment.aspx?i=887)

## States

The following section provides additional resources available in each state in the region.

### A. Alabama

#### Utilities

##### *Investor-owned*

##### Alabama Power

###### HVAC Training Center

###### *Education and Training*

Alabama Power provides training on HVAC systems.

###### **Learn More:**

800-634-0154

<http://www.alabamapower.com/hvac/home.asp>

##### *Public Power*

##### Albertville Municipal Utilities Board

###### Electric Water Heater Program

###### *Financial Assistance*

The utility will offer a \$100 rebate to customers that replace their water heaters with energy-efficient electric models.

###### **Learn More:**

888-825-1619 or 256-878-3761

<http://www.mub-albertville.com/waterheater.asp>

##### Clarke-Mobile Counties Gas District

###### Gas Appliance and Water Heater Programs

###### *Financial Assistance*

Customers will receive a credit on their natural gas bill if they purchase and install natural gas appliances or water heaters.

###### **Learn More:**

251-246-2428 or 800-449-3338

<http://www.cmcgas.com/index.php?page=3>

##### Florence Utilities Electricity Department

###### Heat Pump Retrofit

###### *Financial Assistance*

The utility will provide financing of up to \$10,000 for the purchase of a retrofit heat pump.

###### **Learn More:**

256-740-6055

[http://www.florenceutilities.com/Utilities\\_Departments/Electricity/Energy\\_Right/index.html](http://www.florenceutilities.com/Utilities_Departments/Electricity/Energy_Right/index.html)

###### Water Heater Rebate Program

###### *Financial Assistance*

The utility is offering rebates of \$50 for the purchase of an energy-efficient electric water heater.

###### **Learn More:**

256-740-6055

[http://www.florenceutilities.com/Utilities\\_Departments/Electricity/Energy\\_Right/index.html](http://www.florenceutilities.com/Utilities_Departments/Electricity/Energy_Right/index.html)

##### Fort Payne Improvement Authority

###### Water Heater Program

###### *Financial Assistance*

The utility offers \$100 rebates if a customer purchases an energy-efficient water heater.

###### **Learn More:**

256-845-0671

<http://www.fpia.com/services.htm>

##### Muscle Shoals Power Board

###### Electric Water Heater Rebate

###### *Financial Assistance*

Customers are eligible for a rebate if they purchase an energy-efficient electric water heater.

###### **Learn More:**

Anthony Peebles

256-386-9290

[apeebles@mseb.net](mailto:apeebles@mseb.net)

[http://www.mseb.net/topics/water\\_heater/index.htm](http://www.mseb.net/topics/water_heater/index.htm)

##### Scottsboro Electric Power Board

###### Heat Pump Program

###### *Financial Assistance*

The utility offers a loan to help customers finance the cost of a heat pump.

###### **Learn More:**

256-574-2680 or 256-574-2682

<http://www.scottsbtoropower.com/power/power5.html>



## Water Heater Program

### *Financial Assistance*

The utility offers \$100 rebates if a customer purchases an energy-efficient electric water heater.

#### **Learn More:**

256-574-2680 or 256-574-2682  
<http://www.scottsboropower.com/power/power5.html>

## Sheffield Utilities

### Heat Pump Loan Program

#### *Financial Assistance*

Approved Tennessee Valley Authority (TVA) contractors offer a TVA energy right heat pump loan financed over a 10 year period at 9.0 percent interest.

#### **Learn More:**

256-389-2000  
<http://www.sheffieldutilities.org/PW-CusService.htm>

## B. Arkansas

### Utilities

#### *Investor-owned*

### Entergy Arkansas

#### Experimental Energy Reduction Rider (EER) and Market Valued Energy Reduction Service Rider (MVER)

##### *Load Management*

Both the EER and MVER programs enable Entergy and its qualified customers to jointly participate in reducing electric demand during peak load. Both programs provide a monetary incentive for our customers to lower their energy use during those times.

#### **Learn More:**

800-368-3749  
[http://entergy-arkansas.com/your\\_business/customized\\_programs.aspx](http://entergy-arkansas.com/your_business/customized_programs.aspx)

### Oklahoma Gas and Electric (OG&E)

#### Time-of-Use Rate Rewards

##### *Load Management*

OG&E's Time-of-Use rate rewards you for decreasing usage during peak demand hours from June through September.

#### **Learn More:**

405-553-3163  
<http://www.oge.com/business-customers/save-energy-and-money/EnergyEfficiencySolutions/Pages/TimeofUse.aspx>

## Cooperatives

### Petit Jean Electric Cooperative

#### Load Management Program

##### *Load Management*

Petit Jean Electric will give members \$34.90 per year for allowing them to control their air conditioner or water heater during electricity shortages.

#### **Learn More:**

[http://www.pjecc.com/load\\_management.ihml](http://www.pjecc.com/load_management.ihml)

## C. Florida

### Utilities

#### *Investor-owned*

### Florida Power and Light

#### Business Water Heating Program: Incentives for Using Equipment to Heat Water Efficiently

##### *Financial Assistance*

Florida Power and Light helps pay to install a heat recovery unit or heat pump water heater. Rebates are from \$100-\$32,950.

#### **Learn More:**

800-375-5566  
<http://www.fpl.com/largebusiness/savings/waterheating.shtml>

## Business on Call

### *Load Management*

Florida Power and Light offers incentives to customers who will let FPL temporarily interrupt service to their AC during peak load.

#### **Learn More:**

800-375-5566

[http://www.fpl.com/largebusiness/savings/on\\_call.shtml](http://www.fpl.com/largebusiness/savings/on_call.shtml)

## Commercial/Industrial Demand Reduction

### *Load Management*

Commercial Demand Reduction (CDR) is a load management program that reduces FPL's system peak demand during capacity shortfalls or system emergencies.

#### **Learn More:**

800-375-5566

<http://www.fpl.com/largebusiness/savings/cdr.shtml>

## Progress Energy

### Business Energy Check

#### *Analytical Assistance*

Progress Energy's Business Energy Check is a tool businesses can use to identify opportunities to reduce energy costs.

#### **Learn More:**

877-372-8477

[Small.Business@pgnmail.com](mailto:Small.Business@pgnmail.com)

<http://www.progress-energy.com/custservice/flabusiness/efficiency/CA/index.asp>

### Energy Efficiency Services

#### *Analytical Assistance*

Progress Energy-Florida provides low-cost, energy-saving inspections and services available for new construction and retrofit projects.

#### **Learn More:**

877-372-8477

<http://www.progress-energy.com/cust-service/flacig/efficiency/index.asp>

## Tampa Electric

### Conservation Value

#### *Financial Assistance*

Tampa Electric's Conservation Value program offers cash incentives up to \$250.00 per average kW reduced to businesses that voluntarily reduce their load during peak energy use.

#### **Learn More:**

<http://www.tampaelectric.com/business/saveenergy/conservationvalue/>

### Load Management

#### *Load Management*

This program offers business customers credits on their bills for powering down air conditioners and other high-energy equipment during critical energy use periods.

#### **Learn More:**

813-275-3021

<http://www.tampaelectric.com/business/saveenergy/loadmanagement/>

### Standby Generator

#### *Load Management*

Tampa Electric issues monthly credits on customers' electric bills for the portion of their normal facility load that they agree to serve with their generator(s) during Tampa Electric's peak energy demand periods.

#### **Learn More:**

813-275-3021

<http://www.tampaelectric.com/business/saveenergy/standbygenerator/>

## Public Power

### Jacksonville Electric Authority (JEA)

#### Solar Incentive Program

##### *Financial Assistance*

JEA pays incentives to customers who install solar water heating systems in their business up to \$5,000.00.

#### **Learn More:**

Brian Pippin

904-665-7051

[pippbc@jea.com](mailto:pippbc@jea.com)

<http://www.jea.com/community/conservcenter/business/incentives.asp>

### Lakeland Electric

#### Commercial Customer Vending Miser Rebate Programs

##### *Financial Assistance*

Lakeland Electric's Commercial Lighting Rebate Program provides a rebate of up to \$200 for the installation of compact fluorescent or LED lighting.

#### **Learn More:**

863-834-9535

<http://www.lakelandelectric.com/your-business/smcommercial/prodserv/conservationprograms.html>

### Orlando Utilities Commission

#### Time of Billing

##### *Load Management*

With this program, companies receive a reduced rate when using electricity during "off-peak" times.

#### **Learn More:**

863-834-9535

<http://www.lakelandelectric.com/your-business/cii/prodserv/timeofdaybill.html>

## Cooling & Heating Rebates

### *Financial Assistance*

Heat Pump rebates vary depending on SEER, ranging from \$100.00 to \$300.00.

#### **Learn More:**

407-423-9018

[conservationsupport@ouc.com](mailto:conservationsupport@ouc.com)  
[http://www.ouc.com/business/rebates\\_cooling\\_heating.htm](http://www.ouc.com/business/rebates_cooling_heating.htm)

## D. Georgia

### Utilities

#### *Public Power*

#### **City of Adel Gas Department**

##### **Natural Gas Water Heating Rebate**

##### *Financial Assistance*

City of Adel offers \$200 rebates for purchasing a natural gas water heating appliance.

#### **Learn More:**

Denny Roberts  
 229-896-3372

[dennyroberts@southlink.us](mailto:dennyroberts@southlink.us)  
<http://www.cityofadel.us/Utilities/Utilities.html>

##### **Natural Gas Furnace**

##### *Financial Assistance*

City of Adel offers \$100 rebates for purchasing a natural gas furnace appliance.

#### **Learn More:**

Denny Roberts  
 229-896-3372

[dennyroberts@southlink.us](mailto:dennyroberts@southlink.us)  
<http://www.cityofadel.us/Utilities/Utilities.html>

## Cooperatives

### Walton EMC

#### **Electric Resistance Water Heating**

##### *Financial Assistance*

Walton EMC offers businesses rebates between \$150- \$200 per 40 gallon or larger water heating unit.

#### **Learn More:**

Scott Walker

770-267-2505

[swalker@waltonemc.com](mailto:swalker@waltonemc.com)  
<http://www.waltonemc.com/commercial/index.php?page=rebates>

#### **Heat Pumps**

##### *Financial Assistance*

Walton EMC offers businesses rebates between \$100/ton to \$500/ton for energy efficient heat pumps.

#### **Learn More:**

Scott Walker

770-267-2505

[swalker@waltonemc.com](mailto:swalker@waltonemc.com)  
<http://www.waltonemc.com/commercial/index.php?page=rebates>

## E. Kentucky

### Utilities

#### *Investor-owned*

#### **Kentucky Utilities**

##### **Demand Conservation Program**

##### *Load Management*

This program is designed to reduce energy consumption during high-use periods. The utility will temporarily power down HVAC and water heaters during peak periods. Companies will receive a \$20 annual credit for enrolling in the program.

#### **Learn More:**

800-356-5467

<http://www.eon-us.com/dc/default.asp>

#### **Louisville Gas & Electric**

##### **Demand Conservation Program**

##### *Load Management*

This program is designed to reduce energy consumption during high-use periods. The utility will temporarily power down HVAC and water heaters during peak periods. Companies will receive a \$20 annual credit for enrolling in the program.

#### **Learn More:**

800-356-5467

<http://www.eon-us.com/dc/default.asp>

## Cooperatives

### Grayson Rural Electric Cooperative

#### Electrical Thermal Storage Incentive Program

##### *Financial Assistance*

Members receive a 40.0 percent discount on the electricity used by the Electrical Thermal Storage heater, and can qualify for a rebate of \$70.00 per KW rebate.

##### **Learn More:**

Tina Preece  
606-475-2185

[tina.preece@graysonrecc.com](mailto:tina.preece@graysonrecc.com)

<http://www.graysonrecc.com/memberIncentives.aspx#ets>

### Southern Kentucky Rural Electric Cooperative

#### Electric Conversion Rebate

##### *Financial Assistance*

The rebate for the high efficiency heat pump is \$100 while a rebate for a geothermal heat pump is \$200.

##### **Learn More:**

800-264-5112

<http://www.skrecc.com/heatpump.htm>

## F. Louisiana

### Utilities

#### *Investor-owned*

### Entergy Louisiana

#### Experimental Energy Reduction Rider

##### *Load Management*

This program enables Entergy and its qualified customers to jointly participate in reducing electric demand during peak load times.

##### **Learn More:**

800-368-3749

[http://entergy-louisiana.com/your\\_business/customized\\_programs.aspx](http://entergy-louisiana.com/your_business/customized_programs.aspx)

#### Market Valued Energy Reduction Service Rider

##### *Load Management*

These programs enable Entergy and its qualified customers to jointly participate in reducing electric demand during times of peak load.

##### **Learn More:**

800-368-3749

[http://entergy-louisiana.com/your\\_business/customized\\_programs.aspx](http://entergy-louisiana.com/your_business/customized_programs.aspx)

## Cooperatives

### Dixie Electric Membership Corporation

#### Load Management Program

##### *Load Management*

Customers who enroll in this program will receive a \$5 monthly credit on their electric bills. During peak energy times, the utility will temporarily power down a participating customer's HVAC system.

##### **Learn More:**

800-262-1170

<https://www.demco.org/products-services/loadmanagement/index.cfm?>

## G. Mississippi

### Utilities

## Cooperatives

### Alcorn County Electric Power Association

#### Water Heater Rebate

##### *Financial Assistance*

Alcorn County Electric Power Association is offering \$100 rebates toward the purchase of electric energy-efficient water heaters.

##### **Learn More:**

662-287-4402

[jbivens@ace-power.com](mailto:jbivens@ace-power.com)

<http://www.ace-power.com/Programspagegreen.html>

## Central Electric Power Association

### Water Heater Program

#### *Financial Assistance*

A customer is eligible to receive a \$50 rebate if they purchase an energy-efficient electric water heater.

#### **Learn More:**

Foch Dickens

866-846-5671

<http://www.centralepa.com/ms.htm>

## Coast Electric Power Association

### Commercial Energy Audits

#### *Analytical Assistance*

Coast Electric Power Association provides an energy audit for commercial customers. A representative from the cooperative will walk through a customer's business and identify existing systems that could be made more energy efficient.

#### **Learn More:**

Janell Nolan

228-363-7259

<http://www.coastepa.com/comaudit.aspx>

### Commercial Heat Pump Rebate Program

#### *Financial Assistance*

Coast Electric Power Association is offering rebates of \$50/ton for the purchase of heat pumps. This rebate is applicable to both new constructions and retrofit projects.

#### **Learn More:**

Janell Nolan

228-363-7259

<http://www.coastepa.com/comheat-pump.aspx>

## East Mississippi Electric Power Association

### Energy Audit

#### *Analytical Assistance*

A representative from the cooperative will analyze a member's facility to determine how to make it more energy efficient.

#### **Learn More:**

<http://www.emepa.com/energyAudit.aspx>

## North East Mississippi Power Association

### Water Heater Rebate

#### *Financial Assistance*

Customers are eligible to receive a \$50 rebate if they purchase an energy-efficient electric water heater.

#### **Learn More:**

662-234-6331 or 877-234-6331

[http://www.northeastpower.org/special\\_offer.php](http://www.northeastpower.org/special_offer.php)

## H. North Carolina

## Utilities

### Public Power

## City of Albemarle Electric Utility

### Water Heater Rebate

#### *Financial Assistance*

The City of Albemarle will pay customers \$150.00 if they purchase an energy-efficient electric hot water heater.

#### **Learn More:**

704-984-9615

[http://www.ci.albemarle.nc.us/pu\\_electric\\_usage.htm](http://www.ci.albemarle.nc.us/pu_electric_usage.htm)

## City of Gastonia Electric Utility

### Water Heater Rebate

#### *Financial Assistance*

The City will pay customers rebates of \$150.00 for the purchase of an electric water heater that is larger than 30 gallons.

#### **Learn More:**

704-866-6823

[http://www.cityofgastonia.com/city\\_serv/electric/rebate/rebate.cfm](http://www.cityofgastonia.com/city_serv/electric/rebate/rebate.cfm)

## City of Lexington Electric Utility/ ElectriCities

### Electric Services Needs

#### *Technical Assistance*

This program assists businesses by providing energy efficiency studies, assessments, and peak load management recommendations.

#### **Learn More:**

336-243-2489

<http://www.lexingtonnc.net/EconDev/econdev1.asp?id=utilities>

## City of Monroe

### Load Management - Electric

#### *Financial Assistance*

Customers are eligible for a \$150.00 rebate if they allow the utility to power down their electric water heater during peak use periods.

#### **Learn More:**

704-282-4543

<http://www.monroenc.org/Energy%20Svcs/PDFs/Water%20Heater%20Rebate%20for%20EL.pdf>



## Load Management - Gas

### *Financial Assistance*

Customers are eligible for a \$150.00 rebate if they allow the utility to power down their natural gas water heater during peak use periods.

#### **Learn More:**

704-282-4543

<http://www.monroenc.org/Energy%20Svc%20PDFs/Water%20Heater%20Rebate%20for%20GS.pdf>

## City of Rocky Mount Utility

### Natural Gas Builders Incentive Program

#### *Financial Assistance*

This program encourages Rocky Mount and Nashville-area builders through a \$400.00 per building incentive to install natural gas heating systems, water heaters, ranges and clothes dryers in new non-residential constructions.

#### **Learn More:**

Jessica Williams

252-972-1269

[jessica.williams@rockymountnc.gov](mailto:jessica.williams@rockymountnc.gov)  
<http://www.rockymountnc.gov/utilities/gasincentsives.html>

## City of Statesville Electric Utility

### Electric Rebate

#### *Financial Assistance*

By installing a new electric heat pump, customers may be eligible for a \$400.00 rebate. In addition, customers can received a \$150.00 rebate for the installation of an electric water heater.

#### **Learn More:**

Joe Blevins

704-878-3573

[http://www.ci.statesville.nc.us/index.php/content/?cgi-bin=0&session\\_id=e803afcbff4c8cfe7c4a91b4f61fb90c&id=161](http://www.ci.statesville.nc.us/index.php/content/?cgi-bin=0&session_id=e803afcbff4c8cfe7c4a91b4f61fb90c&id=161)

## EnergyUnited

### Energy Efficiency Program

#### *Technical Assistance*

EnergyUnited offers technical services to businesses to help them reduce their energy costs.

#### **Learn More:**

800-682-1910

[http://www.energyunited.com/energy\\_efficiency.asp](http://www.energyunited.com/energy_efficiency.asp)

### Energy Management

#### *Technical Assistance*

EnergyUnited offers services such as facility monitoring, energy information services and energy procurement to help businesses manage their energy consumption.

#### **Learn More:**

800-682-1910

[http://www.energyunited.com/energy\\_management.asp](http://www.energyunited.com/energy_management.asp)

## Town of Farmville

### Load Management Program

#### *Load Management*

Customers with energy-efficient HVAC systems receive a monthly \$4.00 credit, while customers with electric water heaters receive a \$2.00 credit when they participate in the utility's load management program.

#### **Learn More:**

252-753-3021

[http://www.farmville-nc.com/departments\\_utilities\\_electric.htm](http://www.farmville-nc.com/departments_utilities_electric.htm)

## Town of Granite Falls

### Heat Pump and Water Heater Rebates

#### *Financial Assistance*

Heat pump rebates are \$100 per ton, while incentives of \$150 are available for electric water heater purchases.

#### **Learn More:**

Steve Stilwell

828-396-2989

[stevestilwell@charter.net](mailto:stevestilwell@charter.net)  
<http://www.granitefallsnc.com/electric.html>

## Cooperatives

### Halifax Electric Membership Corporation

#### Heat Pump Rebate

##### *Financial Assistance*

Heat pump rebates are \$50.00 per ton up to \$200.00. If a customer installs a load management switch on the heat pump, the customer will receive \$.01 per kWh for energy used over 750 kWh.

#### **Learn More:**

Nancy Whitehurst

252-445-5113, ext. 2304

<http://www.halifaxemc.com/Rebates.html>

## Pee Dee Electric

### Heat Pump Rebate

#### *Financial Assistance*

Pee Dee Electric offers rebates of \$400.00 for the purchase and installation of an energy-efficient heat pump.

#### **Learn More:**

<http://www.pdemc.com/heatpump.php>

### Water Heater Rebate

#### *Financial Assistance*

Pee Dee Electric offers rebates of \$50.00 for the purchase and installation of an energy-efficient water heater.

#### **Learn More:**

<http://www.pdemc.com/waterheater.php>

## Piedmont Electric Membership Corporation

### Heat Pump Rebate

#### *Financial Assistance*

Piedmont Electric Membership Corporation offers heat pump rebates of \$50.00 per ton, up to \$200.00.

#### **Learn More:**

800-222-3107 or 919-732-2123  
<http://www.pemc.org/rebates.php>

### HVAC Technical Advice

#### *Technical Assistance*

Licensed HVAC technicians offer advice and technical assistance for heating and cooling systems.

#### **Learn More:**

800-222-3107 or 919-732-2123  
<http://www.pemc.org/hvac.php>

## Selma Electric Department

### Electric Save

#### *Financial Assistance*

Customers can earn up to \$40.00 annually by voluntarily powering down high-energy appliances during peak hours.

#### **Learn More:**

919-965-9841  
[http://www.selma-nc.com/index.asp?Type=B\\_BASIC&SEC={E1629C4F-361B-4CE4-8D53-54275945F903}&DE={6F3EB474-528B-4571-913B-C8D3103F4307}](http://www.selma-nc.com/index.asp?Type=B_BASIC&SEC={E1629C4F-361B-4CE4-8D53-54275945F903}&DE={6F3EB474-528B-4571-913B-C8D3103F4307})

## Tri-state Electric Membership Corporation

### Water Heater Rebate

#### *Financial Assistance*

Tri-State Electric Membership offers \$50.00 incentives for the purchase of an energy-efficient water heater.

#### **Learn More:**

706-492-3251  
[http://tsemc.net/tsemc\\_rebates.html](http://tsemc.net/tsemc_rebates.html)

# I. South Carolina Government

## State Programs

### South Carolina Department of Revenue

#### Solar Heating & Cooling Tax Credit (Corporate)

##### *Financial Assistance*

A tax credit of up to \$3,500 or 25.0 percent of total project cost is available for the purchase and installation of solar heating and cooling systems.

##### **Learn More:**

[http://www.scstatehouse.gov/sess117\\_2007-2008/bills/243.htm](http://www.scstatehouse.gov/sess117_2007-2008/bills/243.htm)

#### Solar Heating & Cooling Tax Credit (Personal)

##### *Financial Assistance*

A tax credit of up to \$3,500 or 25.0 percent of total project cost is available for the purchase and installation of solar heating and cooling systems by an individual.

##### **Learn More:**

[http://www.scstatehouse.gov/sess117\\_2007-2008/bills/243.htm](http://www.scstatehouse.gov/sess117_2007-2008/bills/243.htm)

## Utilities

### Public Power

#### Orangeburg Department of Public Utilities

##### Water Heater Rebate

###### *Financial Assistance*

The utility is offering \$200.00 incentives for customers that switch their electric water heaters with water heaters that are gas-based.

###### **Learn More:**

803-268-4000

<http://www.orbgdpu.com/PDF%20files/GAS%20Info.pdf>

#### Santee Cooper

##### Thermal Energy Storage Program

###### *Financial Assistance*

Rebates of \$200.00/kWh saved are available toward the purchase of a thermal energy heating system. The utility will also fund a market feasibility study up to \$2,500.00 to determine if this system is appropriate for a business.

###### **Learn More:**

843-347-3399 ext. 3121

<https://www.santeecooper.com/portal/page/portal/SanteeCooper/MyBusiness/ThermalEnergyStorage>

## J. Tennessee

## Utilities

### Public Power

#### Alcoa Electric Department

##### Water Heater Rebates

###### *Financial Assistance*

Rebates of \$25 are available for the installation of a new or replacement water heater. The incentive is increased to \$100 when an electric water heater is replaced with a gas water heater.

###### **Learn More:**

Amy Fields

865-380-4766

[afields@cityofalcoa-tn.gov](mailto:afields@cityofalcoa-tn.gov)

<http://www.cityofalcoa-tn.gov/content/view/full/349>

#### Bolivar Energy Authority

##### Energy Right Heat Pump Loan Program

###### *Financial Assistance*

Loans are available to finance the purchase of a heat pump.

###### **Learn More:**

731-658-5257

<http://www.bolivarelectric.com/SpecialServices.htm>

## Columbia Power and Water Systems

### Heat Pump Rebate

###### *Financial Assistance*

Heat pump rebates are available to commercial customers. Rebates are set at \$25/ton.

###### **Learn More:**

931-388-4833

[cpws@cpws.com](mailto:cpws@cpws.com)

<http://www.cpws.com/Commercial.html>

### Water Heater Rebate

###### *Financial Assistance*

The utility offers \$100 incentives to customers who purchase energy-efficient water heaters.

###### **Learn More:**

931-388-4833

[cpws@cpws.com](mailto:cpws@cpws.com)

<http://www.cpws.com/Commercial.html>

## Johnson City Power Board

### 5 Minute Response

###### *Load Management*

In exchange for interruption capabilities within a 5-minute notice, customers can receive a fixed credit towards their monthly demand charges.

###### **Learn More:**

423-282-5272

[energyservices@jcpb.com](mailto:energyservices@jcpb.com)

<http://www.jcpb.com/yourBusiness/programs/creditsIncentives.asp>

## Morristown Utility Systems

### Water Heater Rebate

#### *Financial Assistance*

The utility will pay a customer \$25 toward the purchase of an energy-efficient water heater that holds a minimum of 30 gallons.

#### **Learn More:**

423-586-4121

[http://www.morristownutilities.org/water\\_heater\\_program.html](http://www.morristownutilities.org/water_heater_program.html)

## Cooperatives

## Caney Fork Electric Cooperative

### Water Heater Loan Program

#### *Financial Assistance*

If a customer purchases a water heater from the cooperative, the cooperative will allow the customer to start payments for the water heater two years after purchase.

#### **Learn More:**

888-505-3030

[caney@blomand.net](mailto:caney@blomand.net)

<http://www.caneyforkec.com/water-heater.aspx>

## Gibson Electric Membership Corporation

### Heat Pump Loan Program

#### *Financial Assistance*

The cooperative offers loans for the purchase of ground-source heat pumps. The loan term is up to ten years with an 8 percent fixed interest rate. The maximum loan is \$10,000 for a single unit and \$25,000 for multiple heat pumps.

#### **Learn More:**

731-855-4740

<http://www.gibsonemc.com/Heat%20Pump.htm>

## Meriwether Lewis Electric Cooperative

### Heat Pump Loan Program

#### *Financial Assistance*

Low-interest loans are available to help finance the purchase of a heat pump. The loan term is 10 years.

#### **Learn More:**

[gene.hale@mlec.com](mailto:gene.hale@mlec.com)

<http://www.mlec.com/services.htm#heat>

## Pickwick Electric Cooperative

### Heat Pump Loan Program

#### *Financial Assistance*

Loans of up to \$10,000 are available to help finance the purchase of a heat pump.

#### **Learn More:**

<http://www.pickwick-electric.com/heatPumpLoans.aspx>

## Plateau Electric

### Water Heater Rebate

#### *Financial Assistance*

The cooperative offers \$100 credits for the purchase of an energy-efficient water heater.

#### **Learn More:**

423-569-8591

<http://www.plateauelectric.com/Services.htm>

## Sequachee Valley Electric Cooperative

### Energy Right Water Heater Rebate

#### *Financial Assistance*

Rebates of \$25 are available for the purchase and installation of a new electric water heater.

#### **Learn More:**

[cblack@svalleyec.com](mailto:cblack@svalleyec.com)

<http://www.svalleyec.com/prodsvs.htm#energy%20right%20water%20heater%20Rebates%20for%20SVEC%20members>

## High Efficiency Water Heater Rebate

#### *Financial Assistance*

Rebates of up to \$120 are available for the purchase of a high-efficiency water heater.

#### **Learn More:**

[cblack@svalleyec.com](mailto:cblack@svalleyec.com)

<http://www.svalleyec.com/prodsvs.htm#energy%20right%20water%20heater%20Rebates%20for%20SVEC%20members>

## Southwest Tennessee Electric Membership Corporation

### Heat Pump Loan Program

#### *Financial Assistance*

An 8 percent loan is available for the purchase of a ground-source heat pump. The loan term is 10 years.

#### **Learn More:**

Martha Traylor

800-772-0472

[http://www.stemc.com/services/energyright/heat\\_pump.html](http://www.stemc.com/services/energyright/heat_pump.html)

## Tri-County Electric Services

### Heat Pump Financing

#### *Financial Assistance*

The cooperative will offer a low-interest loan for the purchase and installation of a heat pump. The loan term is up to 10 years.

#### **Learn More:**

800-369-2111

<http://www.tcemc.org/services.aspx>

### Water Heater Rebate

#### *Financial Assistance*

Rebates of \$150 or a free Tesco home surge protector are available for the purchase of a Marathon Water Heaters (\$250 total).

#### **Learn More:**

800-369-2111

<http://www.tcemc.org/services.aspx>

## Upper Cumberland Electric Membership Corporation

### Heat Pump Rebate

#### *Financial Assistance*

The commercial rebate rate is \$150/three tons for the purchase of a heat pump.

#### **Learn More:**

Larry Fleming

931-823-8655 ext. 338

<http://www.ucemc.com/energyright.htm>

### Water Heater Rebate

#### *Financial Assistance*

The cooperative offers \$100 incentives for the purchase of an energy-efficient, electric water heater.

#### **Learn More:**

Larry Fleming

931-823-8655 ext. 338

<http://www.ucemc.com/energyright.htm>

## Volunteer Energy Cooperative

### Water Heater Rebate

#### *Financial Assistance*

The cooperative offers \$30 incentives for the purchase of an energy-efficient, electric water heater.

#### **Learn More:**

[vec@vec.org](mailto:vec@vec.org)

<http://www.vec.org/article.aspx?catelID=6&articleID=791>

## K. Virginia

## Utilities

### *Investor-owned*

### Allegheny Power

#### Demand Response Programs

##### *Load Management*

The utility offers incentives to industrial customers who voluntarily reduce their energy usage during peak energy times.

#### **Learn More:**

866-523-4081

[myaccountmanager@alleghenypower.com](mailto:myaccountmanager@alleghenypower.com)

<http://www.alleghenypower.com/Bus-2Bus/Bus2BusEngEffeciency.asp>

## Constellation NewEnergy

### NewResponse<sup>SM</sup> Program

#### *Load Management*

Constellation NewEnergy's load response programs give commercial customers financial rewards, either in the form of dollars or energy bill credits, for using less energy on days when regional power grids are under stress.

#### **Learn More:**

866-237-7693

[http://www.newenergy.com/portal/site/cne/menuitem.c2d5c4a31e3b3661571c5010747176a0?title=lr\\_pjm](http://www.newenergy.com/portal/site/cne/menuitem.c2d5c4a31e3b3661571c5010747176a0?title=lr_pjm)

## Dominion Virginia Power

### Distributed Generation

#### *Load Management*

The program provides a financial incentive for customers to reduce their consumption of electricity when demand on the electrical supply is at or near its peak.

#### **Learn More:**

888-667-3000

<http://www.dom.com/dominion-virginia-power/customer-service/energy-conservation/pilot-programs.jsp>

## Washington Gas

### Interruptible Customers

#### *Load Management*

Interruptible customers can enjoy lower rates than other customers by maintaining the ability to discontinue their natural gas usage by switching to an alternate fuel during periods of interruption or curtailment.

#### **Learn More:**

703-750-4773

[keyaccounts@washgas.com](mailto:keyaccounts@washgas.com)

<http://www.washgas.com/pages/INT-CustomerProfile>



## Public Power

### Charlottesville Gas

#### Programmable Thermostat Rebate

##### *Financial Assistance*

Customers are eligible for this rebate if they purchase a programmable thermostat. Rebates are up to \$100.

##### **Learn More:**

434-970-3512

<http://www.charlottesville.org/Index.aspx?page=1462>

### Franklin Municipal Power and Light

#### Cycle and Save Program

##### *Load Management*

During peak hours, program participants allow the utility to temporarily shut off their water heaters. Incentives include a \$5 credit on each electric bill, free water heater repair, and a \$100 rebate for the purchase of an energy-efficient water heater.

##### **Learn More:**

757-562-8568

[http://www.franklinva.com/index.php?option=com\\_content&view=article&id=95&Itemid=142](http://www.franklinva.com/index.php?option=com_content&view=article&id=95&Itemid=142)

## Cooperatives

### Northern Neck Electric Cooperative

#### Load Management Program

##### *Load Management*

Customers are eligible for free water heater repairs if they allow the utility to power down the water heater during peak energy demand.

##### **Learn More:**

804-333-3621

[info@nnec.coop](mailto:info@nnec.coop)

<http://www.nnec.coop/prodsrv/Load-Management.aspx>

### Northern Virginia Electric Cooperative

#### Load Management Program

##### *Load Management*

Customers that allow the utility to power down their water heaters and air conditioning units during peak times are eligible for free water heater and HVAC system repairs.

##### **Learn More:**

888-335-0500

[http://www.novec.com/Power\\_Use\\_It\\_Wisely/Annual-Peak-Use-Reduction.cfm](http://www.novec.com/Power_Use_It_Wisely/Annual-Peak-Use-Reduction.cfm)

## Endnotes

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